

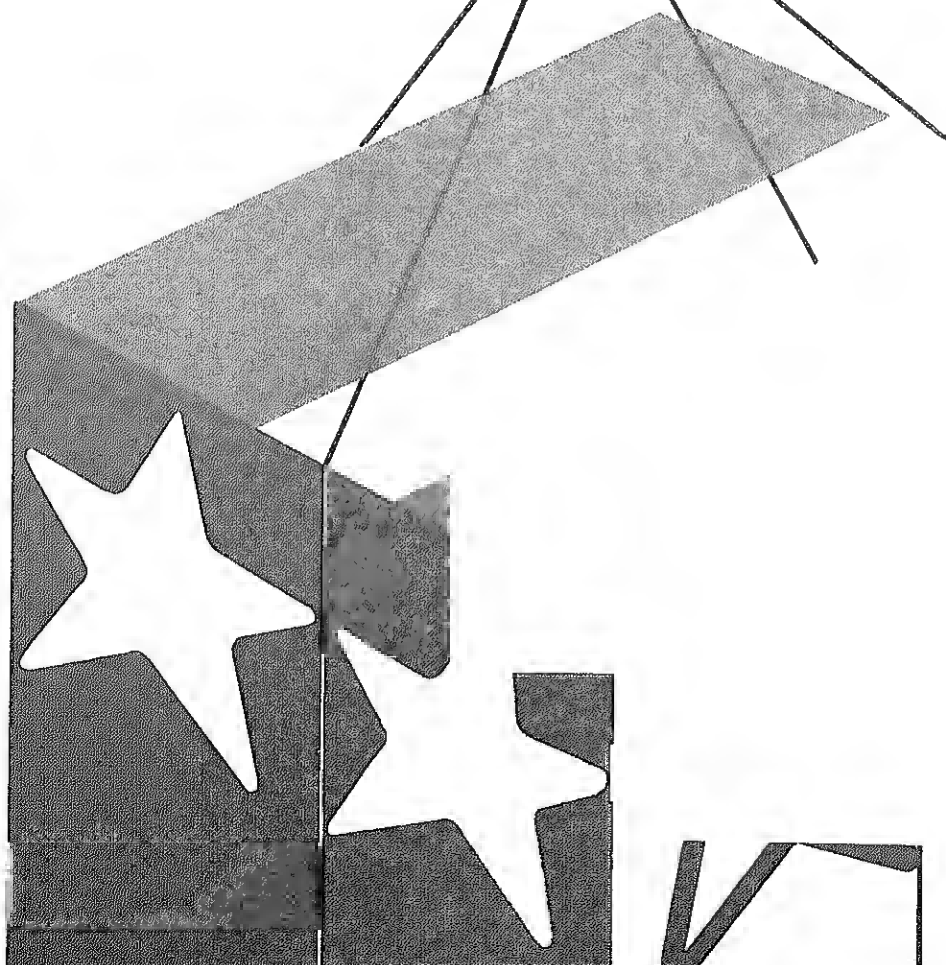
# *Export Directory*

## *1976*

FOREIGN  
AGRICULTURAL  
SERVICE

U.S. DEPARTMENT  
OF AGRICULTURE

FASM 201 Rev.  
MAY 1976





## FOREWORD

The eighth annual edition of the Food and Agricultural Export Directory provides an updated listing of state and government agencies, trade associations, companies and others willing to assist, and provide services, to U. S. firms interested in exporting U. S. foods and agricultural products.

This Directory has proven to be one of FAS' most popular publications. Over 10,000 copies of the 1975 Supplemental edition were printed and the supply is exhausted. We hope this 1976 Bicentennial edition will serve you equally as well.

Every attempt has been made to insure that names, addresses and phone numbers are current and correct. At the same time, we recognize that any publication of this kind is extremely difficult to keep up-to-date. In most cases, however, where changes have already occurred since the Directory went to press, they have affected only the personnel in a given office. Functions, addresses and phone numbers normally remain unchanged, so the Directory can continue to serve its purpose.

Please send changes, additions, corrections or suggestions for the Directory to the Export Trade Services Division, Foreign Agricultural Service, U. S. Department of Agriculture, Washington, D. C. 20250, phone (202) 447-2423.

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## FOOD AND AGRICULTURAL EXPORT DIRECTORY

1976

### INTRODUCTION

The estimated \$22 billion worth of agricultural commodities and products to be exported for the fiscal year ending June 30, 1976 is a tribute to the energy, sales ability and traditional trading spirit of the American agricultural community.

Exports provide markets for nearly 60 percent of our annual wheat crop; 55 percent of the rice; half of the soybeans; more than one-third of the cotton and tobacco; and one-fourth of the feed grains we produce.

About one-fifth of 1975 farm cash receipts resulted from agricultural exports. Production from nearly one out of every three harvested acres is sold abroad. Because of export requirements, U. S. land devoted to crops and livestock is increasing annually.

The vast network of support and service companies and organizations that link American farmers to consumers beyond our borders benefits from exports. Businesses that include agricultural machinery and chemicals manufacturers; the packaging and container industries; the transportation system; international banks; forwarders; brokers; and the small army of marketers, promotion specialists, and commercial representatives who travel the world probing for new or expanding markets for American farm products, all benefit from exports. Every additional billion dollars realized from an export sale generates 50,000 additional jobs here at home.

The American agricultural export enterprise can look forward to continuing opportunities for expanding world trade.

FOREIGN AGRICULTURAL SERVICE  
U. S. DEPARTMENT OF AGRICULTURE  
WASHINGTON, D. C. 20250

The Foreign Agricultural Service (FAS) is a service and promotion agency for the many elements of the U. S. agricultural export business. It reports on developments in world trade and conducts activities and events to stimulate and expand agricultural exports.

Following is a brief description of some of the organizations within FAS that offer export development services, and the U. S. food and agricultural trade groups and associations that cooperate with FAS on export promotion.

Page numbers refer to this directory.

Agricultural Attaches and Officers:

FAS has agricultural attaches and officers stationed in 61 American Embassies and Consulates in countries around the world. Many of them report on additional countries and areas. They are the key link in gathering, and reporting back to the United States, information on agricultural production, trade, and market opportunities. They also assist U. S. business groups and individuals traveling abroad to find and sell to international markets. See page 11.

Marketing directors and specialists in the FAS commodity area obtain and analyze information from agricultural attaches and other sources on a wide range of food and other agricultural commodities and products. Of special significance are competition studies and reports that list and analyze our major competitors in world markets, by country, commodity, and product.

The following broad groups of U.S. farm products are studied by these specialists: cotton; dairy and poultry; fats and oils; fruits and vegetables; grains and feeds; livestock and meat products; and tobacco and seeds. FAS also compiles information on agricultural imports to the United States.

Market Development Cooperators:

A total of 41 U. S. agricultural trade associations are cooperating with FAS to develop overseas markets for their respective products. They undertake a wide range of marketing and promotional activities aimed at the world spectrum of potential customers.

This program is sponsored, guided, and partially funded by FAS, but the associations provide basic initiative and direction. On an overall basis they and their foreign counterparts match FAS contributions two to one. See page 57.

## FOREIGN AGRICULTURAL SERVICE (Continued)

### State and Regional Organizations and Representatives:

State departments of agriculture and other state organizations are involved to varying degrees in export promotion. They cooperate with FAS in many projects, the most important of which are:

- Help solicit commercial participants for overseas trade exhibits and similar events

- Plan and conduct export seminars

- Work with individual tradesmen and other exporters

- Arrange appointments and trade visits in the United States for overseas businessmen

- Support and update listings for the Trade Opportunity Referral Service and Export Briefs (see below)

- Help staff and service FAS-sponsored overseas promotional events and provide certain overseas services, at FAS request

- Provide continuing support to the export trade and agri-business community within their respective states or regions

State representatives are a good source of information on the services for actual and potential exporters of American agricultural products. They welcome inquiries. See page 44.

Some state departments of agriculture have merged into regional groups to more effectively coordinate export promotion and their relations with FAS. Forty-one states are now members of five such groups. A listing of these groups and their member states starts on page 38.

### Export Trade Services Division

This FAS division operates several well-known programs to help the U. S. food and agricultural trade in its export efforts. They are:

#### Trade Opportunity Referral Service (TORS)

This is a computerized system that matches overseas buyers with U. S. suppliers of agricultural products. Several thousand importers

## FOREIGN AGRICULTURAL SERVICE (Continued)

### Trade Opportunity Referral Service (TORS) (Continued)

and other traders from 50 countries and most U. S. states are listed in this system. In operation, trade inquiries come in from overseas posts, are matched with U. S. suppliers, then the computer-printed inquiry is sent to U. S. handlers of the products or commodities.

Combined with TORS is Export Briefs, a weekly publication that lists all current trade inquiries. It is distributed to the U. S. trade either through state marketing representatives or direct from FAS. For information on either of these services, contact your state marketing representative (marked with an asterisk, starting on page 44), or FAS, phone (202) 447-7103.

### New Product Testing Service

The entry and sale of certain American food products into certain markets are occasionally being questioned by foreign government representatives because of ingredients or label wording. FAS, through its attaches, will clear food labels and promptly report to the supplier on the results of this clearance. There is a charge of \$5.00 per label, per country for this service and it often takes several weeks. In 1975, labels were cleared for 446 products in 15 countries.

For information on this program, call (202) 447-2423.

### Export Sales Teams

Under this overseas promotional device, executives from several food companies or brokerage firms join together under FAS sponsorship to travel to a certain market and promote their products to the specially invited trade. FAS assembles and ships the food samples, arranges for the display site abroad, and generally assists the sales team both in the United States and abroad. For information on sales teams, phone (202) 447-7787.



## FOREIGN AGRICULTURAL SERVICE (Continued)

### Overseas Exhibits

FAS sponsors overseas trade shows which give the U. S. businessman an excellent opportunity to display and promote his products to the overseas trade, and to carry on intensive negotiations with potential buyers on their home ground. For information on exhibits, call (202) 447-7787.

### Transportation Services

A transportation specialist provides information on ocean and air transportation of agricultural products, and is available for consultation on specific problems affecting the export shipment of any agricultural product to any market.

He also counsels on the Webb-Pomerene Act of 1918, which exempts businessmen operating under it from the antitrust laws in order to facilitate the movement of American goods to foreign countries.

For information on Webb-Pomerene organizations, and general problems on transportation, phone (202) 447-7481.

### Publications

FAS publishes and distributes reports and circulars on developments in world agriculture. Its weekly printed magazine, Foreign Agriculture, available by subscription from the Government Printing Office (\$34.35 annually plus \$8.60 for overseas postage), gives timely information on international markets, production, consumption, trends, and news events.

For lists of these publications, and for extra single copies of this directory (as long as the supply lasts), write or call:

Information Services Staff  
Room 5918-South  
Foreign Agricultural Service  
U. S. Department of Agriculture  
Washington, D. C. 20250  
Tel: (202) 447-7937

FOREIGN AGRICULTURAL SERVICE (Continued)

The principal sections of the Export Trade Services Division are:

DIRECTOR ..... William F. Dobbins  
Tel: (202) 447-6343

State/Trade Coordination Branch

CHIEF ..... Byron K. Montgomery  
Tel: (202) 447-2423

TORS Coordinator (Export Briefs) ..... Lloyd R. Williams  
Tel: (202) 447-7103

Transportation Coordinator ..... Thomas M. Poerstel  
Tel: (202) 447-7481

New Products Testing System Coordinator ..... Ms. Billie W. Tovell  
Tel: (202) 447-2423

Program Development and Operations Branch

CHIEF ..... Norman R. Kallameyn  
Tel: (202) 447-7787

FOREIGN AGRICULTURAL SERVICE (Continued)

AGRICULTURAL ATTACHE SERVICE

The Agricultural Attaches are the overseas "eyes and ears" of American agriculture, representing U. S. agricultural interest abroad and providing information on world trade and market development of agricultural products. Their reports are available in the FAS Commodity Divisions.

William Horbaly  
Assistant Administrator for  
Agricultural Attaches  
Tel: (202) 447-6138

Alexander Bernitz  
Deputy Assistant Administrator  
for Agricultural Attaches  
Tel: (202) 447-3253 or 73297

Area Officers

Europe (Non EC Countries)

G. Stanley Brown  
European Area Officer  
Tel: (202) 447-2144 or 76083

Far East and South Asia

Eugene T. Ransom  
Far East and South Asia Area Officer  
Tel: (202) 447-7053

Europe (EC Countries)

Stan Phillips  
European Area Officer  
Tel: (202) 447-6551

Near East and Africa

John S. DeCourcy  
Near East and Africa Area Officer  
Tel: (202) 447-4887 or 76472

Western Hemisphere

Norman J. Pettipaw  
Western Hemisphere Area Officer  
Tel: (202) 447-2690

Representation and Foreign Visitors Staff

Haven D. Umstott  
Tel: (202) 447-6725

Agricultural Attaches and Officers

<u>COUNTRY</u>	<u>NAME AND TITLE</u>	<u>ADDRESS</u>
Australia	Harlan J. Dirks Agricultural Attache	American Embassy Moonah Pl. Yarralumla, A.C.T. CANBERRA Tel: 731-351

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attachés and Officers (Continued)

<u>COUNTRY</u>	<u>NAME AND TITLE</u>	<u>ADDRESS</u>
Austria (also Hungary & Czechoslovakia)	Nicholas M. Thuroczy Agricultural Attache	American Embassy IX Boltzmanngasse 16 A-1091 VIENNA Tel: 346-611
Bangladesh	Carl O. Winberg Agricultural Attache	American Embassy Adamjee Court Building Montijheel Dacca Tel: 244-220
Belgium	Frank A. Padovano Agricultural Attache	American Embassy 27 Blvd. du Regent BRUSSELS Tel: 513-3830
	John E. Montel Agricultural Attache	U. S. Mission to the European Communities 40 Blvd. du Regent Boite 3 BRUSSELS 1000 Tel: 513-4450
Brazil	Leon G. Mears Agricultural Attache	American Embassy Lote No. 3 Avenida das Nacoes BRASILIA Tel: 230-120
	Robert J. Wicks Agricultural Officer	American Consulate General Rua Padre Joao Manuel 20 SAO PAULO Tel: 375-574
Canada	Clarence V. Jean Agricultural Attache	American Embassy 100 Wellington Street OTTAWA Tel: 238-5335

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

<u>COUNTRY</u>	<u>NAME AND TITLE</u>	<u>ADDRESS</u>
Chile	Max Bowser Agricultural Attache	American Embassy Merced 230 SANTIAGO Tel: 82-801
China, People's Republic Of	Koy L. Neeley Agricultural Attache	U. S. Liaison Office PEKING, P.R.C.
China, The Republic Of	Frank L. Waddle Agricultural Attache	American Embassy 2 Chung Hsiao West Road TAIPEI, TAIWAN Tel: 333-551
Colombia	Alfred R. Persi Agricultural Attache	American Embassy Calle 37 #8-40 BOGOTA Tel: 329-100
Costa Rica (also Panama)	Edwin I. Cissel Agricultural Attache	American Embassy Avenida 3 & Calle 1 SAN JOSE Tel: 225-566
Denmark (also Norway)	Fred W. Traeger Agricultural Attache	American Embassy Dag Hammarskjolds Alle 24 COPENHAGEN Tel: (01)-21 31 44
Dominican Republic (also Bermuda, Bahamas, Cuba & Jamaica)	John D. Jacobs Agricultural Attache	American Embassy Calle Cesar Nicolas Ponsen and Calle Leopoldo Navarro SANTO DOMINGO Tel: 682-2171
Ecuador	C. Milton Anderson Agricultural Attache	American Embassy 120 Avenida Patria QUITO Tel: 30-020

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

<u>COUNTRY</u>	<u>NAME AND TITLE</u>	<u>ADDRESS</u>
El Salvador (also Nicaragua)	James W. Brock Agricultural Attache'	American Embassy 1230, 25 Avenida Norte SAN SALVADOR Tel: 257-100
Egypt, Arab Republic of	H. Reiter Webb, Jr. Agricultural Attache'	American Embassy 5 Sharia - Latin America CAIRO Tel: 28219
France	Kenneth E. Ogren Agricultural Attache'	American Embassy 2 Avo. Gabriel PARIS Tel: 265-7460
	Hans G. Hirsch Agricultural Attache' (OECD)	U. S. Mission to the Organization for Economic Cooperation & Development 19, Rue de Franqueville PARIS 16e Tel: 524-9743
Germany	Turner L. Oyloe Agricultural Attache'	American Embassy Mehlener Avenue 5300 Bonn Bad Godesberg BONN Tel: 221-8955
Great BRITAIN and No. Ireland	(See United Kingdom)	
Greece	Wilferd L. Phillipsen Agricultural Attache'	American Embassy 91 Queen Sophia Avenue ATHENS Tel: 712-951
Guatemala (also Honduras and Belize)	Francis H. Jack III Agricultural Attache'	American Embassy Avenida La Reforma 7-01 Zona 1 GUATEMALA CITY Tel: 61-541

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

<u>COUNTRY</u>	<u>NAME AND TITLE</u>	<u>ADDRESS</u>
Hong Kong	Harold C. Champeau Agricultural Officer	American Consulate General 26 Garden Road HONG KONG Tel: 239-011
India (also Nepal)	Ivan E. Johnson Agricultural Attache	American Embassy Shanti Path, Chanakyapur 21 NEW DELHI Tel: 70-351
	Oldrich Fejfar Agricultural Officer	American Consulate General "Lincoln House" 78 Bhulabhai Desai Road BOMBAY Tel: 363-611
Indonesia	Verle E. Lanier Agricultural Attache	American Embassy Medan Merdeka Selatan 5 JAKARTA Tel: 40-001
Iran	Paul J. Ferree Agricultural Attache	American Embassy 260 Ave. Takhti Jamshid TEHRAN Tel: 825-091
Ireland	Glenn Whiteman Agricultural Attache	American Embassy 42 Elgin Rd., Ballsbridge DUBLIN Tel: 688-777
Israel (also Cyprus)	Roger Puterbaugh Agricultural Attache	American Embassy 71 Hayarkon Street TEL AVIV Tel: 54-338

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

<u>COUNTRY</u>	<u>NAME AND TITLE</u>	<u>ADDRESS</u>
Italy	Elmer W. Hallowell Agricultural Attache	American Embassy Via V. Veneto 119 ROME Tel: 4674
	John K. Davenport Agricultural Officer	American Consulate General Piazza della Repubblica 32 MILAN Tel: 652-841
Japan	Larry F. Thomasson Agricultural Attache	American Embassy 2 Akasaka Aoi-cho, Minato-ku TOKYO Tel: 583-7141
Kenya (also Uganda & Zambia)	James K. Freckmann Agricultural Attache	American Embassy (P. O. Box 30137) Elliot Street NAIROBI Tel: 334-141
Korea	Gordon S. Nicks Agricultural Attache	American Embassy 82 Sejong - Ro SEOUL Tel: 722-601
Lebanon (also Jordan & Syria)	Shackford Pletcher Agricultural Attache	<u>TEMPORARY RESIDENCE</u> American Embassy Damascus, Syria Tel: 361-800
Liberia (also Guinea, Republic of Ivory Coast, Senegal and Sierra Leone)	Charles Clendenen Agricultural Attache	American Embassy United Nations Drive MONROVIA Tel: 22-991



FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

<u>COUNTRY</u>	<u>NAME AND TITLE</u>	<u>ADDRESS</u>
Malaysia (also Brunei and Singapore)	Theodore R. Freeman, Jr. Agricultural Attache	American Embassy AIA Bldg. - Jalan Ar KUALA LUMPUR Tel: 26-321
Mexico	Richard S. Welton Agricultural Attache	American Embassy Paseo de la Reforma Colonia Cuauhtemoc MEXICO CITY, D. F. Tel: 525-9100
Morocco (also Tunisia and Libya)	Jerome M. Kuhl Agricultural Attache	American Embassy Charla Marrakech RABAT Tel: 30-361
Netherlands	James A. Hutchins, Jr. Agricultural Attache	American Embassy 102 Lange Voorhout THE HAGUE Tel: 624-911
New Zealand	Harold T. Sanden Agricultural Attache	American Embassy 155-161 The Terrace Room 1105-06 WELLINGTON Tel: 41-074
Nigeria (also Ghana)	Garth W. Thorburn Agricultural Attache	American Embassy 1 King's College Roa LAGOS Tel: 57-320
Pakistan	Alvin E. Gilbert Agricultural Attache	American Embassy Ramna 4 ISLAMABAD Tel: 26-161

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

<u>COUNTRY</u>	<u>NAME AND TITLE</u>	<u>ADDRESS</u>
Peru (also Bolivia)	Lawrence R. Fouchs Agricultural Attache	American Embassy Avenidas Wilson and Espana LIMA Tel: 286-000
Philippines	Glenn R. Samson Agricultural Attache	American Embassy 1201 Roxas Boulevard MANILA Tel: 598-011
Poland	Gerald Harvey Agricultural Attache	American Embassy, WARSAW c/o American Consulate General APO New York 09757 Tel: 283-041
Portugal	John C. McDonald Agricultural Attache	American Embassy Avenida Duque de Loule NO. 39 LISBON Tel: 555-141
South Africa, Republic of (also Lesotho, Botswana, Southwest Africa and Swaziland)	Rado J. Kinzhuber Agricultural Attache	American Embassy 225 Pretorius Street Pretoria, TRANSVAAL Tel: 484-266
Spain	Clarence L. Miller Agricultural Attache	American Embassy Serrano 75 MADRID Tel: 276-3600
Sweden (also Finland)	James O. Howard Agricultural Attache	American Embassy Strandvagen 101 STOCKHOLM Tel: 630-520

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

<u>COUNTRY</u>	<u>NAME AND TITLE</u>	<u>ADDRESS</u>
Switzerland	Homer F. Walters Agricultural Attache	American Embassy 93/95 Jubilaustrasse BERN Tel: 430-011
	Ernest Koenig Agricultural Attache	U. S. Mission to European Office of U.N. and Other International Organiza- tions 80 Rue de Lausanne-1202 GENEVA Tel: 327-020
Taiwan	(see China, the Republic Of)	
Thailand	Guy L. Haviland, Jr. Agricultural Attache	American Embassy 95 Wireless Road BANGKOK Tel: 252-5040
Trinidad & Tobago (also Antigua, Barbados, Dominica, French Guiana, French West Indies, Grenada, Guyana, Monserrat, Netherlands Antilles, St. Kitts-Nevis, St. Lucia, St. Vincent and Surinam)	Harry C. Bryan Agricultural Attache	American Embassy 15 Queen's Park West PORT-OF-SPAIN Tel: 26-371
Turkey	Walter A. Stern Agricultural Attache	American Embassy 110 Ataturk Blvd. ANKARA Tel: 274-350
Union of Soviet Socialist Republics (U.S.S.R.)	Alan W. Trick Agricultural Attache	American Embassy APO New York 09862 Tel: Moscow 252-0011

FOREIGN AGRICULTURAL SERVICE (Continued)

Agricultural Attaches and Officers (Continued)

<u>COUNTRY</u>	<u>NAME AND TITLE</u>	<u>ADDRESS</u>
United Kingdom (Great Britain and Northern Ireland)	William L. Rodman Agricultural Attache	American Embassy 24/31 Grosvenor Sq. W. 1 LONDON Tel: 499-9000
Uruguay (also Argentina and Paraguay)	James P. Rudbeck Agricultural Attache	American Embassy Lauro Muller 1776 MONTEVIDEO Tel: 409-051
Venezuela	James Ross Agricultural Attache	American Embassy Avenida Francisco de Miranda and Avenida Principal de la Floresta CARACAS Tel: 284-6111
Yugoslavia (also Romania)	Robert J. Svec Agricultural Attache	American Embassy Kneza Milosa 50 BELGRADE Tel: 645-655
Zaire, Republic Of	John A. Williams Agricultural Attache	American Embassy 310 Ave. des Aviateurs KINSHASA Tel: 22-698

## INTERGOVERNMENTAL AFFAIRS

This listing shows Federal Regional Council USDA Liaison Representatives in the United States, by region. These officials, who work with state and local government personnel in their regions, represent the Secretary of Agriculture on the Federal Regional Councils and provide Council leadership on rural development work.

### HEADQUARTERS

Office of Intergovernmental Affairs  
U. S. Department of Agriculture  
Washington, D. C. 20250

### WASHINGTON STAFF

R. B. Wilson  
Assistant to the Secretary for  
Intergovernmental Affairs  
Tel: (202) 447-6643

J. S. Wood  
Deputy Assistant  
Tel: (202) 447-7615

Regions and Representatives (Follow each name with Office of the Secretary, Office of Intergovernmental Affairs, U. S. Department of Agriculture, and the address below):

<u>FRC REGION</u>	<u>STATES IN FRC REGION</u>	<u>USDA LIAISON REPS., FRC</u>
I Boston	Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont	Sherman K. Sprague State Director, FmHA, USDA 141 Main Street Box 588 Montpelier, Vermont 05602 Tel: (802) 832-4454
II New York City	New Jersey, New York, Puerto Rico, Virgin Islands	Michael J. Lonergan Regional Director, OI, USDA 26 Federal Plaza, Room 1707 New York, New York 10007 Tel: (212) 264-8400

INTERGOVERNMENTAL AFFAIRS (Continued)

<u>FRC REGION</u>	<u>STATES IN FRC REGION</u>	<u>USDA LIAISON REPS., FRC</u>
III Philadelphia	Delaware, Maryland, Pennsylvania, Virginia, West Virginia, District of Columbia	Penrose Hallowell State Director, FmHA, USDA Federal Building, Room 728 228 Walnut Street P. O. Box 905 Harrisburg, Pennsylvania 17108 Tel: (717) 590-4476
IV Atlanta	Kentucky, Tennessee, Mississippi, Alabama, Georgia, North Carolina, South Carolina, Florida	Michael W. Kageorge Assistant Area Director, USDA APMA, SA-S&PF Room 713 1720 Peachtree Road, N. W. Atlanta, Georgia 30309 Tel: (404) 285-5663
V Chicago	Minnesota, Wisconsin, Michigan, Illinois, Indiana, Ohio	Charles W. Shuman State Director, FmHA, USDA 2106 W. Springfield Avenue Champaign, Illinois 61820 Tel: (217) 958-9127
VI Dallas	Texas, Arkansas, Louisiana, Oklahoma, New Mexico	Martin O. Garber Regional Administrator, FNS, USDA 1100 Commerce Street Dallas, Texas 75202 Tel: (214) 749-2877
VII Kansas City	Iowa, Kansas, Missouri, Nebraska	George L. Eastling, Jr. Director, Prairie Village ASCS Commodity Office, USDA Box 8377 Shawnee Mission, Kansas 66208 Tel: (816) 926-6401
VIII Denver	Colorado, Utah, Wyoming, Montana, North Dakota, South Dakota	Craig Rupp, Acting Regional Forester, FS, USDA Box 25127 Lakewood, Colorado 80225 Tel: (303) 234-3711

INTERGOVERNMENTAL AFFAIRS (Continued)

<u>FRC REGION</u>	<u>STATES IN FRC REGION</u>	<u>USDA LIAISON REPS., FRC</u>
IX San Francisco	Arizona, California, Nevada, Hawaii, Guam	Douglas R. Leisz Regional Forester, FS, USDA 630 Sansome Street San Francisco, California 94111 Tel: (415) 556-4310
X Seattle	Alaska, Idaho, Oregon, Washington	Don R. Campbell Forest Sup., FS, USDA Mt. Baker-Snoqualmie National Forest 1601 Second Avenue Building Seattle, Washington 98101 Tel: (206) 399-0307

## ANIMAL AND PLANT HEALTH INSPECTION SERVICE

The Animal and Plant Health Inspection Service is responsible for the inspection and certification of animals, plants and agricultural products to meet health and/or sanitation requirements for export. The agency's veterinarians inspect animals, poultry, meat and other animal products to assure conformance with health and sanitation requirements for export as prescribed by the United States and the country of destination. At the request of exporters, plant inspectors certify the sanitation of plants and plant foods in accordance with the requirements of the receiving nations.

### Export of Live Animals and Live Poultry

Dr. John R. Langridge  
Veterinary Services  
Animal and Plant Health Inspection Service  
U. S. Department of Agriculture  
Hyattsville, Maryland 20782  
Tel: (301) 436-8383

### APHIS Veterinary Services

#### Area and Veterinarian In Charge

AREA 1: (Connecticut, Rhode Island, Vermont, New Hampshire, Maine, and Massachusetts)

Dr. A. E. Decoteau  
USDA, APHIS Veterinary Services  
424 Trapelo Road, Building 134 North  
Waltham, Massachusetts 02154  
Tel: (617) 894-2400 ext. 761  
FTS 839-7761

AREA 3: (Delaware, West Virginia, Virginia, and Maryland)

Dr. Paul Kramer  
USDA, APHIS Veterinary Services  
Room 601 Presidential Building  
6525 Belcrest Road  
Hyattsville, Maryland 20782  
Tel: (301) 436-8044  
FTS 436-8044

AREA 2: (New Jersey, Pennsylvania, and New York)

Dr. W. W. Thomas  
USDA, APHIS Veterinary Services  
Room 513, 80 Wolf Road  
Albany, New York 12205  
Tel: (518) 472-3377  
FTS 562-3377

AREA 4: (Ohio and Michigan)

Dr. Douglas Stauffer  
USDA, APHIS Veterinary Services  
94 W. Church Street  
P. O. Box 264  
Pickerington, Ohio 43147  
Tel: (614) 469-5602  
FTS 943-5602



ANIMAL AND PLANT HEALTH INSPECTION SERVICE (Continued)

APHIS Veterinary Services (Continued)

Area and Veterinarian in Charge (Continued)

AREA 5: (Illinois and Indiana)

Dr. H. D. White  
USDA, APHIS Veterinary Services  
5610 Crawfordsville Road, Suite 1000  
Indianapolis, Indiana 46224  
Tel: (317) 269-6132  
FTS 331-6132

AREA 6: (Wisconsin and Minnesota)

Dr. Basil Ward  
USDA, APHIS Veterinary Services  
555 Wabasha Street  
St. Paul, Minnesota 55102  
Tel: (612) 725-7691  
FTS 725-7691

AREA 7: (Kentucky and Tennessee)

Dr. W. E. Ivey  
USDA, APHIS Veterinary Services  
P. O. Box 348  
Brentwood, Tennessee 37027  
Tel: (615) 749-5594  
FTS 852-5594

AREA 8: (Mississippi and Alabama)

Dr. S. C. Gartman  
USDA, APHIS Veterinary Services  
P. O. Box 1120  
400 Milner Bldg.  
Lamar and Pearl Streets  
Jackson, Mississippi 39205  
Tel: (601) 969-4307  
FTS 490-4307

AREA 9: (North Carolina, South Carolina, and Georgia)

Dr. Oren Kelsey  
USDA, APHIS Veterinary Services  
P. O. Box 11598  
Columbia, South Carolina 29211  
Tel: (803) 765-5612  
FTS 677-5612

AREA 10: (Florida, Puerto Rico and Virgin Islands)

Dr. Willey Bird  
USDA, APHIS Veterinary Services  
P. O. Box 400  
Miami Springs, Florida 33166  
Tel: (305) 592-3210  
FTS 350-4733

AREA 11: (Louisiana, Arkansas, and Oklahoma)

Dr. Allen G. Spreitzer  
USDA, APHIS Veterinary Services  
115 NW Sixth Street  
Oklahoma City, Oklahoma 73102  
Tel: (405) 231-4335  
FTS 736-4335

AREA 12: (New Mexico and Texas)

Dr. E. S. Cox  
USDA, APHIS Veterinary Services  
702 Colorado Street - Room 301  
Austin, Texas 78701  
Tel: (512) 397-5551  
FTS 734-5551

ANIMAL AND PLANT HEALTH INSPECTION SERVICE (Continued)

APHIS Veterinary Services (Continued)

Area and Veterinarian in Charge (Continued)

AREA 14: (Montana, South Dakota and North Dakota)

Dr. M. B. Huffman  
USDA, APHIS Veterinary Services  
P. O. Box 639  
220 E. Rosser Avenue  
Room 222 Federal Building  
Bismarck, North Dakota 58501  
Tel: (701) 255-4011 ext. 211  
FTS 783-4211

AREA 15: (Wyoming, Utah and Colorado)

Dr. D. A. Price  
USDA, APHIS Veterinary Services  
2490 West 26th Avenue - Room 237  
Denver, Colorado 80211  
Tel: (303) 837-3481  
FTS 327-3481

AREA 16: (Kansas and Nebraska)

Dr. Ross Gerding  
USDA, APHIS Veterinary Services  
P. O. Box 81866  
100 Centennial Mall North - Room 398  
Lincoln, Nebraska 68501  
Tel: (402) 471-5441  
FTS 867-5441

AREA 17: (Iowa and Missouri)

Dr. G. W. Spangler  
USDA, APHIS Veterinary Services  
210 Walnut Street  
Federal Building - Room 877  
Des Moines, Iowa 50309  
Tel: (515) 284-4140  
FTS 862-4140

AREA 18: (Nevada, Arizona, Hawaii and California)

Dr. J. B. Healy  
USDA, APHIS Veterinary Services  
650 Capitol Mall, Room 8566  
Sacramento, California 95814  
Tel: (916) 440-3215  
FTS 448-3215

AREA 19: (Oregon, Washington, Idaho and Alaska)

Dr. R. Evinger  
USDA, APHIS Veterinary Services  
P. O. Box 2108  
494 State Street, Room 203  
Salem, Oregon 97308  
Tel: (503) 399-5871  
FTS 422-5871

Export of Meat and Poultry Products

Dr. H. M. Steinmetz  
Meat and Poultry Inspection  
Animal and Plant Health Inspection  
Service  
U. S. Department of Agriculture  
Washington, D. C. 20250  
Tel: (202) 447-7610

ANIMAL AND PLANT HEALTH INSPECTION SERVICE (Continued)

Export of Meat and Poultry Products (Continued)

WESTERN REGION: (Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, North Dakota, Oregon, South Dakota, Utah, Washington, Wyoming, and Samoa, Guam)

Dr. L. J. Rafoth, Director  
Building 2C - Room 102  
620 Central Avenue  
Alameda, California 94501  
Tel: (415) 536-7402

SOUTHWESTERN REGION: (Arkansas, Kansas, Louisiana, Missouri, New Mexico, Oklahoma, and Texas)

Dr. Willis H. Irvin, Director  
1100 Commerce Street  
Room 5-F41  
Dallas, Texas 75201  
Tel: (214) 749-3747

NORTH CENTRAL REGION: (Illinois, Indiana, Iowa, Michigan, Minnesota, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin)

Dr. L. H. Burkert, Director  
U. S. Courthouse Building  
Room 419  
East First and Walnut Streets  
Des Moines, Iowa 50309  
Tel: (515) 284-4042

SOUTHEASTERN REGION: (Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, Puerto Rico, South Carolina, Tennessee, and Virgin Islands)

Dr. G. Harner, Director  
1718 Peachtree Street, N. W., Room 216  
Atlanta, Georgia 30309  
Tel: (404) 526-3911

NORTHEASTERN REGION: (Connecticut, Delaware, District of Columbia, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Virginia, Vermont, and West Virginia)

Dr. M. Hatter, Director  
1421 Cherry Street - Seventh Floor  
Philadelphia, Pennsylvania 19102  
Tel: (215) 597-4219

Plant Protection and Quarantine Programs, by Region

Export of Plants and Plant Products

Scot Campbell  
Plant Protection and Quarantine Programs  
Animal and Plant Health Inspection Service  
U. S. Department of Agriculture  
Hyattsville, Maryland 20782  
Tel: (301) 436-8247

NORTHEASTERN REGION

J. T. Koski, Regional Director  
Plant Protection and Quarantine Programs  
APHIS, USOA  
505 S. Leona Road  
Building Blason II  
P. O. Box 93  
Moorestown, New Jersey 08057  
Tel: (609) 963-2267

ANIMAL AND PLANT HEALTH INSPECTION SERVICE (Continued)

Plant Protection and Quarantine Programs,  
by Region (Continued)

Export of Plants and Plant Products (Continued)

SOUTHEASTERN REGION

H. L. Ford, Regional Director  
Plant Protection and Quarantine  
Programs  
APHIS, USDA  
3505 25th Avenue  
Gulfport, Mississippi 39501  
Tel: (601) 863-6103

WESTERN REGION

A. L. Adams, Regional Director  
Plant Protection and Quarantine  
Programs  
APHIS, USDA  
620 Central Avenue  
Building 2B, Room 103  
Alameda, California 94501  
Tel: (415) 273-6044

SOUTH-CENTRAL REGION

John L. Ward, Regional Director  
Plant Protection and Quarantine  
Programs  
APHIS, USDA  
400 Boca Chica Tower  
2100 Boca Chica Boulevard  
Brownsville, Texas 78520  
Tel: (512) 546-8213

## AGRICULTURAL MARKETING SERVICE

The Agricultural Marketing Service has responsibility for quality and condition standards of the Department of Agriculture. Fresh and processed agricultural products are graded according to these standards. Exporters on a fee basis can obtain this grading service in terms of the quality specifications of foreign buyers.

The following office can refer you to sources of information for grading of specific agricultural products:

Agricultural Marketing Service  
U. S. Department of Agriculture  
Room 3071-South Building  
Washington, D. C. 20250  
Tel: (202) 447-5115

## AGRICULTURAL RESEARCH SERVICE

The Agricultural Research Service conducts research to improve farm production processing and marketing. Activities of particular interest to exporters include--information, research publications and consultations on transportation, packaging, storage, refrigeration, market diseases and disorders, insect control and pesticide residues for domestic and foreign marketing. Studies are made to determine the best ways to select, pack and ship for export and the results are published.

T. W. Edminster, Administrator  
Agricultural Research Service  
Room 302-A  
Washington, D. C. 20250  
Tel: (202) 447-3656

Dr. Ralph J. McCracken  
Associate Administrator  
Agricultural Research Service  
Room 302-A  
Washington, D. C. 20250  
Tel: (202) 447-3658

Dr. William G. Chace, Jr.  
National Program Staff Scientist--  
Marketing  
Horticultural Crops  
Room 213, B-005, BARC-W  
Beltsville, Maryland 20705  
Tel: (301) 344-2777

Dale L. Anderson  
National Program Staff Scientist--  
Transportation and Facilities  
Room 214, B-005, BARC-W  
Beltsville, Maryland 20705  
Tel: (301) 344-2780

## FIELD OPERATIONS

### Northeastern Region

Dr. Steven C. King  
Deputy Administrator  
Room 333, B-003, BARC-W  
Beltsville, Maryland 20705  
Tel: (301) 344-3418

Dr. H. S. Ricker, Chairman  
Agricultural Marketing Research  
Institute  
Room 130, B-003, BARC-W  
Beltsville, Maryland 20705  
Tel: (301) 344-3338

### Northeastern Region (Continued)

Dr. A. W. Kotula, Lab. Chief  
Meat Science Research Lab.  
B-201, BARC-E  
Beltsville, Maryland 20705  
Tel: (301) 344-2400

Philip Breakiron, Lab. Chief  
Transportation and Packaging  
Research Lab.  
Room 210, B-006, BARC-W  
Beltsville, Maryland 20705  
Tel: (301) 344-2815

AGRICULTURAL RESEARCH SERVICE (Continued)

Northeastern Region (Continued)

L. Risse & R. McDonald  
European Marketing Research Center  
38 Marconistraat  
Rotterdam, The Netherlands  
Tel: 010 76 55 38 or 010 76 65 38  
Telex: 26649 - usars nl

M. Ceponis  
Eastern Market Pathology Lab.  
P. O. Box 231  
Rutgers University  
New Brunswick, New Jersey 08903  
Tel: (201) 932-9881

North Central Region

Earl R. Glover, Deputy Administrator  
USDA/ARS/North Central Region  
2000 W. Pioneer Parkway  
Peoria, Illinois 61614  
Tel: (309) 471-9577

Dr. L. Beraha  
Market Pathology Lab.  
536 South Clark Street, Room 183  
Chicago, Illinois 60605  
Tel: (312) 353-6678

Dr. Y. Pomeranz  
U. S. Grain Marketing Research Center  
1515 College Avenue  
Manhattan, Kansas 66502  
Tel: (913) 539-9141

Southern Region

Dr. Arthur W. Cooper, Deputy  
Administrator  
USDA/ARS/Southern Region  
P. O. Box 53326  
New Orleans, Louisiana 70153  
Tel: (504) 589-6753

Southern Region (Continued)

Dr. J. M. Wells  
Southeastern Fruit and Tree Nut  
Research Lab.  
P. O. Box 87  
Byron, Georgia 31008  
Tel: (912) 956-5656

Dr. T. Hatton  
U. S. Horticultural Research Lab.  
2120 Camden Road  
Orlando, Florida 32803  
Tel: (305) 898-6791

Dr. T. H. Camp  
Transportation and Marketing  
Research Unit  
P. O. Box ED  
College Station, Texas 77840  
Tel: (713) 846-8821

Dr. W. Carter  
Market Quality Research  
P. O. Box 267  
Westaco, Texas 78596  
Tel: (512) 968-5533

Western Region

Dr. H. C. Cox, Deputy Administrator  
USDA/ARS/Western Region  
2850 Telegraph Avenue  
Berkeley, California 94705  
Tel: (415) 486-3565

Dr. J. Harvey  
Market Quality and Transportation  
Research Lab.  
2021 South Peach Avenue  
Fresno, California 93727  
Tel: (209) 487-5334

AGRICULTURAL RESEARCH SERVICE (Continued)

Western Region (Continued)

Dr. L. Houck  
Citrus Storage and Marketing  
Research  
Boyden Entomology Lab.  
University of California  
P. O. Box 112  
Riverside, California 92502  
Tel: (714) 787-1373

J. Fountain  
Transportation and Packaging  
Research  
3706 West Nob Hill Boulevard  
Yakima, Washington 98902  
Tel: (509) 248-5341



## STATE EXTENSION SERVICES

Joseph R. Corley, Economist  
Foreign Trade, Extension Service  
U. S. Department of Agriculture  
Washington, D. C. 20250  
Tel: (202) 447-4520

Works with State Extension Services and USDA agencies to develop and conduct extension programs for foreign trade.

The following are key contacts in the Cooperative Extension Service of the State Universities who can direct you to sources of information on food and agricultural exports and help analyze opportunities for getting into the export market:

### Alabama

A. R. Cavender  
Auburn University  
Auburn, Alabama 36830  
Tel: (205) 826-4962

### Alaska

James W. Matthews  
University of Alaska  
Fairbanks, Alaska 99701  
Tel: (907) 479-7246

### Arizona

C. Curtis Cable  
University of Arizona  
Tucson, Arizona 85721  
Tel: (602) 884-1005

### Arkansas

A. W. Woodard  
P. O. Box 391  
Little Rock, Arkansas 72203  
Tel: (501) 376-6301

### California

Jerome Siobert  
University of California  
377 University Hall  
Berkeley, California 94720  
Tel: (415) 642-3235

### Colorado

Carl W. Herzman  
Colorado State University  
Fort Collins, Colorado 80523  
Tel: (303) 491-6274

### Connecticut

Don G. Stitts  
University of Connecticut  
Storrs, Connecticut 06268  
Tel: (203) 486-2742

### Delaware

W. T. McAllister  
University of Delaware  
Newark, Delaware 19711  
Tel: (302) 738-2511

STATE EXTENSION SERVICES (Continued)

Florida

Charles D. Covey  
University of Florida  
Gainesville, Florida 32611  
Tel: (904) 392-1877

Georgia

Robert S. Glover  
University of Georgia  
Athens, Georgia 30601  
Tel: (404) 542-1861

Hawaii

Jack T. Ishida  
University of Hawaii  
Honolulu, Hawaii 96822  
Tel: (808) 944-8111

Idaho

Robert L. Sargent  
Department of Agricultural Economics  
Idaho State University  
Moscow, Idaho 83843

Illinois

M. Brice Kirtley  
University of Illinois  
Urbana, Illinois 61801  
Tel: (217) 333-6582

Indiana

W. S. Farris  
Purdue University  
Lafayette, Indiana 47907  
Tel: (317) 493-2221

Iowa

C. Phillip Baumei  
Iowa State University  
Ames, Iowa 50010  
Tel: (515) 294-7318

Kansas

Norman V. Whitehair  
Kansas State University  
Manhattan, Kansas 66506  
Tel: (913) 532-6911

Kentucky

Robert W. Rudd  
University of Kentucky  
Lexington, Kentucky 40506  
Tel: (606) 258-5762

Louisiana

Reid M. Grigsby  
Louisiana State University  
Baton Rouge, Louisiana 70803  
Tel: (504) 388-2145

Maine

E. S. Micka  
University of Maine  
Orono, Maine 04473  
Tel: (207) 581-7011

Maryland

John M. Curtis  
University of Maryland  
Extension Service  
College Park, Maryland 20742  
Tel: (301) 454-3801

STATE EXTENSION SERVICES (Continued)

Massachusetts

T. W. Leed  
University of Massachusetts  
Amherst, Massachusetts 01002  
Tel: (413) 545-2494

Michigan

George T. Stachwick  
Michigan State University  
East Lansing, Michigan 48824  
Tel: (517) 355-2318

Minnesota

Willis E. Anthony  
University of Minnesota  
St. Paul, Minnesota 55101  
Tel: (612) 373-1093

Mississippi

W. M. Bost, Director  
Cooperative Extension Service  
University of Mississippi  
Mississippi State, Mississippi 39762  
Tel: (601) 325-4436

Missouri

C. L. Cramer  
University of Missouri  
Columbia, Missouri 65201  
Tel: (314) 882-2831

Montana

Charles H. Rust  
Montana State University  
Bozeman, Montana 59715  
Tel: (406) 994-3451

Nebraska

Allen C. Wellman  
University of Nebraska  
Lincoln, Nebraska 68503  
Tel: (402) 472-3401

Nevada

Edmond R. Barnettier  
University of Nevada  
Reno, Nevada 89507  
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Nicholas Engallchev  
University of New Hampshire  
Durham, New Hampshire 03824  
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New Brunswick, New Jersey 08903  
Tel: (201) 932-1766

New Mexico

James E. Kirby  
New Mexico State University  
Las Cruces, New Mexico 88003  
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New York

Olan D. Forker  
Cornell University  
Ithaca, New York 14853  
Tel: (607) 256-4576

STATE EXTENSION SERVICES (Continued)

North Carolina

Fred D. Sobering  
North Carolina State University  
Raleigh, North Carolina 27607  
Tel: (919) 737-3107

North Dakota

Hugh J. McDonald  
North Dakota State University  
Fargo, North Dakota 58102  
Tel: (701) 237-7393

Ohio

John W. Sharp  
Ohio State University  
2120 Fyffe Road  
Columbus, Ohio 43210  
Tel: (614) 422-6446

Oklahoma

R. E. (Gus) Page  
Oklahoma State University  
Stillwater, Oklahoma 74074  
Tel: (405) 372-6211, ext. 7515

Oregon

Steve C. Marks  
Oregon State University  
Corvallis, Oregon 97331  
Tel: (503) 754-2942

Pennsylvania

J. W. Malone, Jr.  
Pennsylvania State University  
University Park, Pennsylvania 16802  
Tel: (814) 865-5461

Rhode Island

William H. Wallace  
University of Rhode Island  
Kingston, Rhode Island 02881  
Tel: (401) 792-2472

South Carolina

Jerold F. Pittman  
Clemson University  
Clemson, South Carolina 29631  
Tel: (803) 656-3461

South Dakota

J. E. Thompson  
South Dakota State University  
Brookings, South Dakota 57006  
Tel: (605) 688-4141

Tennessee

M. Lloyd Downen  
University of Tennessee  
P. O. Box 1071  
Knoxville, Tennessee 37901  
Tel: (615) 974-7112

Texas

William E. Black  
Texas A&M University  
College Station, Texas 77843  
Tel: (713) 845-2961

Utah

Morris H. Taylor  
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Logan, Utah 84321  
Tel: (801) 752-4100, ext. 7347

STATE EXTENSION SERVICES (Continued)

Vermont

Fred C. Webster  
University of Vermont  
Burlington, Vermont 05401  
Tel: (802) 656-3131

Virginia

W. R. Luckham  
Virginia Polytechnic Institute  
Blacksburg, Virginia 24061  
Tel: (703) 951-5265

Washington

A. H. Harrington  
Washington State University  
Pullman, Washington 99163  
Tel: (509) 335-2511

West Virginia

Ronald L. Stump, Assistant Director  
Extension Service  
West Virginia University  
Morgantown, West Virginia 26506  
Tel: (304) 293-5691

Wisconsin

Richard H. Vilstrup  
University of Wisconsin  
Madison, Wisconsin 53706  
Tel: (608) 262-2713

Wyoming

Robert F. Frary  
University of Wyoming  
Box 3354, University Station  
Laramie, Wyoming 82070  
Tel: (307) 766-3253

Puerto Rico

E. R. Ortiz  
University of Puerto Rico  
Rio Piedras, Puerto Rico 00928  
Tel: (809) 765-8000

Virgin Islands

Darshan S. Padda  
Virgin Islands Extension Service  
Kingshill  
P. O. Box 166  
St. Croix, Virgin Islands 00850  
Tel: (809) 773-0246

## STATE ORGANIZATIONS

### ATLANTIC INTERNATIONAL MARKETING ASSOCIATION (AIM)

An association of five eastern State Departments of Agriculture to promote and develop agricultural exports from member states. They are: Georgia, Maryland, North Carolina, South Carolina, and Virginia.

#### PRESIDENT

Eugene E. Carroll, Jr., North Carolina Department of Agriculture

#### VICE-PRESIDENT

John J. Ligon, Virginia Department of Agriculture and Commerce

#### SECRETARY/TREASURER

Johnny V. Whitworth, Georgia Department of Agriculture

### EASTERN U. S. AGRICULTURAL AND FOOD EXPORT COUNCIL, INC. (EUSAFEC)

An organization of the ten northeast State Departments of Agriculture formed to develop cooperative programs to increase the exports of food and other agricultural products. The member states are: Connecticut, Delaware, Maine, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, and Vermont.

#### PRESIDENT

Phillip Alampi, New Jersey Department of Agriculture

#### VICE-PRESIDENT

Frederic Winthrop, Jr., Massachusetts Department of Agriculture

#### SECRETARY/TREASURER

Roger Barber, New York Department of Agriculture

#### MEMBERS, EXECUTIVE COMMITTEE

Joseph Williams, Maine Department of Agriculture

Raymond Kerstotter, Pennsylvania Department of Agriculture

STATE ORGANIZATIONS (Continued)

EASTERN U. S. AGRICULTURAL AND FOOD EXPORT COUNCIL, INC. (EUSAFEC) (Continued)

HEADQUARTERS

2 World Trade Center, Suite 5095  
New York, New York 10047  
Tel: (212) 432-0020  
TWX: 710-581-4314

Rosario J. Caponetto, EXECUTIVE DIRECTOR  
Lynda M. Wright, ASSISTANT TO THE DIRECTOR

MID-AMERICA INTERNATIONAL AGRI-TRADE COUNCIL (MIATCO)

An export council of the twelve midwest State Departments of Agriculture to coordinate and expand activities for food and agricultural products. The member states are: Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota, and Wisconsin.

PRESIDENT

Robert H. Lounsberry, Iowa Department of Agriculture

VICE-PRESIDENT

James B. Boillot, Missouri Department of Agriculture

TREASURER

Glenn Kruesher, Nebraska Department of Agriculture

SECRETARY

John O. Dunbar, Indiana Agricultural Experiment Station, Purdue University

HEADQUARTERS

300 West Washington Street, Suite 710  
Chicago, Illinois 60606  
Tel: (312) 368-4448

Dennis J. Dunn, EXECUTIVE DIRECTOR  
Thomas E. Corum, INTERNATIONAL MARKETING REPRESENTATIVE

STATE ORGANIZATIONS (Continued)

NATIONAL ASSOCIATION OF MARKETING OFFICIALS (NAMO)

NAMO is an affiliate of the National Association of State Departments of Agriculture to develop a broad program of services and improve marketing of agricultural products. Executive membership is made up of head of state agency responsible for marketing in domestic and international trade.

PRESIDENT

John F. (Jay) Glatt, Oregon Department of Agriculture

1st VICE-PRESIDENT

John J. Repko, New Jersey Department of Agriculture

2nd VICE-PRESIDENT

Curtis F. Tarleton, North Carolina Department of Agriculture

SECRETARY/TREASURER

Forrest Strand, Michigan Department of Agriculture

MEMBERS AT LARGE

M. C. Combs, Minnesota Department of Agriculture

Kenneth Boughton, Kansas Department of Agriculture

NATIONAL ASSOCIATION OF STATE DEPARTMENTS OF AGRICULTURE (NASDA)

Includes liaison and contacts with State Departments of Agriculture export specialists.

PRESIDENT

L. D. McCorkindale, Arizona Commission of Agriculture and Horticulture

1st VICE-PRESIDENT

Howard C. Townsend, New Hampshire Department of Agriculture

2nd VICE-PRESIDENT

John M. Stackhouse, Ohio Department of Agriculture



STATE ORGANIZATIONS (Continued)

NATIONAL ASSOCIATION OF STATE DEPARTMENTS OF AGRICULTURE (NASDA) (Continued)

SECRETARY/TREASURER

S. Mason Carbaugh, Virginia Department of Agriculture and Commerce

BOARD OF DIRECTORS

Gus R. Douglass, Immediate Past President, West Virginia Department of Agriculture

Doyle Conner, Past President, Florida Department of Agriculture and Consumer Services

John C. White, Southern States, Texas Department of Agriculture

Robert J. Williams, Midwestern States, Illinois Department of Agriculture

George M. Wilber, Northeastern States, Connecticut Department of Agriculture

Stewart Bledsoe, Western States, Washington State Department of Agriculture

HEADQUARTERS

1616 H Street, N. W.  
Washington, D. C. 20006  
Tel: (202) 628-1566

W. Stanwood Cath, EXECUTIVE SECRETARY

J. B. Grant, ASSISTANT EXECUTIVE SECRETARY

NASDA SUB-COMMITTEE FOR INTERNATIONAL TRADE

This committee, composed of one representative from each NASDA region, serves as an advisor to Foreign Agricultural Service in export programs developed with State Departments of Agriculture.

MEMBERS

John D. Stiles, Chairman, Florida Department of Agriculture and Consumer Services

M. C. Combs, Minnesota Department of Agriculture

Donald O. Cunnion, Pennsylvania Department of Agriculture

R. Vern Divers, Washington State Department of Agriculture

STATE ORGANIZATIONS (Continued)

PACIFIC NORTHWEST INTERNATIONAL TRADE COUNCIL (PNITC)

A four-state (Idaho, Montana, Oregon, Washington) partnership of State Departments of Commerce and Economic Development and Departments of Agriculture and private industry representatives communicating jointly to increase Pacific Northwest international trade. The Council facilitates cooperation and joint sponsoring of exhibits, trade missions, sales development and other kinds of sales promotion projects.

PRESIDENT

John George  
ORE-IDA Foods, Inc.  
P. O. Box 10  
Boise, Idaho 83707  
Tel: (208) 343-7941

PNITC AGRICULTURAL COORDINATING COMMITTEE

CHAIRMAN

Jay Glatt, Oregon Department of Agriculture  
Tel: (503) 378-3787

SOUTHERN UNITED STATES TRADE ASSOCIATION (SUSTA)

An association of fifteen southern State Departments of Agriculture and related organizations formed to promote food and other agricultural exports from its member states. The member states are: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Maryland, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas, Virginia, and West Virginia.

PRESIDENT

S. Mason Carbaugh, Virginia Department of Agriculture and Commerce

VICE-PRESIDENT

John C. White, Texas Department of Agriculture

SECRETARY/TREASURER

Thomas T. Irvin, Georgia Department of Agriculture

STATE ORGANIZATIONS (Continued)

SOUTHERN UNITED STATES TRADE ASSOCIATION (SUSTA) (Continued)

EXECUTIVE COMMITTEE

James A. Graham, North Carolina Department of Agriculture  
Jim Buck Ross, Mississippi Department of Agriculture and Commerce  
Doyle Conner, Florida Department of Agriculture and Consumer Services

HEADQUARTERS

International Trade Mart, Suite 338  
2 Canal Street  
New Orleans, Louisiana 70130  
Tel: (504) 527-5986  
Telex: 584319 SUSTA NLN

Herbert Stone, EXECUTIVE DIRECTOR  
Linda H. Shelton, ASSISTANT TO EXECUTIVE DIRECTOR

## STATE DEPARTMENTS OF AGRICULTURE

(Includes other State agencies in States where the State Department of Agriculture does not have the primary responsibility for export development.)

\*Denotes the primary contact in each State for export information and assistance to private traders in developing food and agricultural exports.

### Alabama Department of Agriculture and Industries

P. O. Box 3336  
Beard Building  
Montgomery, Alabama 36109

McMillan Lane, Commissioner  
Tel: (205) 832-6693

\*Felix Welch, Director  
Tel: (205) 832-3757

### Alaska Department of Natural Resources Division of Agriculture

P. O. Box 1088  
Palmer, Alaska 99645

Allan Linn, Director  
Tel: (907) 745-3236

\*Edward D. Kern, Marketing Specialist  
Tel: (907) 745-3236

### Arizona Department of Economic Planning and Development

1645 West Jefferson Avenue  
Phoenix, Arizona 85007

William F. Kane, Acting Executive  
Director  
Tel: (602) 271-5371

Clint Johnson, Deputy Director  
Tel: (602) 271-5371

### Arizona Department of Economic Planning and Development (Continued)

\*David C. Graybill  
Economic Development Specialist  
Tel: (602) 271-5374

### Arkansas State Plant Board

421½ West Capitol  
P. O. Box 1069  
Little Rock, Arkansas 72203

Robert W. Anderson, Director  
Tel: (501) 371-1021

\*Truman Hill, Director  
Division of Marketing  
Tel: (501) 371-1021

### California Department of Food and Agriculture

1220 N Street  
Sacramento, California 95814

L. T. Wallaco, Director  
Tel: (916) 445-7126

Jed A. Adams, Assistant Director  
Division of Marketing Services  
Tel: (916) 445-2491

\*Harry J. Krade, Assistant Director  
Tel: (916) 445-0682

STATE DEPARTMENTS OF AGRICULTURE (Continued)

Colorado Department of Agriculture

1525 Sherman Street  
Denver, Colorado 80203

J. Evan Goulding, Commissioner  
Tel: (303) 892-2811

\*Erwyn E. Witte, Director  
Division of Markets  
Tel: (303) 892-2848

Verne K. Batchelder  
Division of Markets  
Tel: (303) 892-2848

Connecticut Department of Agriculture

State Office Building  
Hartford, Connecticut 06115

George M. Wilber, Commissioner  
Tel: (203) 566-4667

\*Robert Goldman, Chief  
Division of Markets  
Tel: (203) 566-4276

Delaware Department of Agriculture

P. O. Drawer D  
Dover, Delaware 19901

Martin Isaacs, Secretary  
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U. S. MARKET DEVELOPMENT COOPERATORS (Continued)  
(January 1976)

GREAT PLAINS WHEAT, INC. (Continued)

BRAZIL

Edificio Avenida Central  
Avenida Rio Branco 156, Salas 3314-15  
Rio de Janeiro ZC-21  
Bruce Palmer, Regional Director  
Tel: 242-4413 or 242-7846

LEBANON

c/o U. S. Feeds Grains Council  
5 Neofitou Douca Street  
Athens, 138, Greece  
Richard E. Benson, Regional Director  
Africa and Middle East  
Tel: 718-431

NETHERLANDS

E. N. Gebouw  
Coolsingel 6  
Rotterdam  
Arthur B. Camp, Regional Director  
for Europe  
Tel: (010) 13-91-55)

VENEZUELA

Apartado 6230D  
Caracas 106  
Donald S. Schultz, Regional Director  
Tel: 33-12-61/62/63

MICHIGAN BEAN INDUSTRY

500 Eddy Building  
Saginaw, Michigan 48607  
John McGill, Executive Secretary/  
Treasurer  
Tel: (517) 752-2101

MICHIGAN BEAN INDUSTRY (Continued)

UNITED KINGDOM

Brian Wilmot Associates  
Westmoreland House  
127-131 Regent Street  
London W1R 7HA, England  
Brian P. Wilmot, Director  
International Marketing  
Tel: 01-734-1711

MILLERS' NATIONAL FEDERATION

1776 F Street, N. W., Suite 104  
Washington, D. C. 20006  
Gordon P. Boals, Export  
Consultant  
Tel: (202) 452-0900

PROTEIN GRAIN PRODUCTS INTERNATIONAL

1030 15th Street, N.W., Suite 760  
Washington, D. C. 20005  
Robert D. Fondahn, President  
Tel: (202) 785-2052

RICE COUNCIL FOR MARKET DEVELOPMENT

P. O. Box 22802  
3917 Richmond Avenue  
Houston, Texas 77027  
Bill J. Goldsmith, Executive Vice  
President  
Tel: (713) 623-6700

SWITZERLAND

Weinbergstrasse 48  
8006 Zurich  
Paul Ita, Director, European  
Operations  
Tel: 01/34-40-10

U. S. MARKET DEVELOPMENT COOPERATORS (Continued)  
(January 1976)

U. S. FEED GRAINS COUNCIL  
1030 15th Street, N.W., Suite 540  
Washington, D. C. 20005  
Darwin E. Stolte, President  
Hubert E. Dyke, Vice President  
Tel: (202) 659-1640

CHINA, REPUBLIC OF

7th Floor  
157 Nanking East Road  
Section 2  
Taipei, Taiwan  
C. M. Lynn, Director  
Tel: 561-6401

FRANCE

26 Quai Louis-Bleriot  
7506 Paris  
Roger Bolry, Consultant Director  
Tel: 578-0194

GERMANY, WEST

Ballindamm 9  
Hamburg 1  
Klaus Werner, Director, Hamburg Office  
Tel: 33-87-86

GREECE

5 Neofitou Douca Street  
Athens 138  
Soto J. Vlastaris, Director, Athens  
Office  
Tel: 718-431

U. S. FEED GRAINS COUNCIL (Continued)

ITALY

Via XX Settembre 5  
I-00187 Rome  
Dr. Romano Graziani, Director,  
Rome Office  
Tel: 487034

JAPAN

P. O. Box 97  
Kasumigaseki Building, 31st Floor  
2-5 Kasumigaseki 3-Chome  
Chiyoda-ku  
Tokyo  
Hal Smedley, Acting Asian Director  
Tel: 581-9456

KOREA

Palk Nam Building, Room 902  
188-3 Euljiro 1-KA, Chung-Ku  
Seoul, Korea  
Robert P. Bratland, Director  
Korea Office  
Tel: 23-5192, 2821/2

NETHERLANDS

E. N. Gebouw  
Coolsingel 6  
Rotterdam  
Halvor Kolshus, European Director  
Tel: 134-525

U. S. MARKET DEVELOPMENT COOPERATORS (Continued)  
(January 1976)

U. S. FEED GRAINS COUNCIL (Continued)

SPAIN

Edificio Espana  
Grupo 4, Planta II  
Oficinas 8 y 9  
Madrid 13  
Jose R. Posada, Director, Madrid  
Office  
Tel: 2489090

UNITED KINGDOM

28 Mount Street  
London W1Y 5RB, England  
Colin Campbell, Director, London  
Office  
Tel: 01-49 (5601)

U.S.A. DRY PEA AND LENTIL COUNCIL, INC.

302 Peyton Building  
Spokane, Washington 99201  
Dean Yedlca, Marketing Director  
Tel: (509) 838-4341

WESTERN WHEAT ASSOCIATES, U.S.A., INC.

200 S.W. Market Street, Suite 985  
Portland, Oregon 97201  
Richard K. Baum, President  
Tel: (503) 223-8123  
  
1030 15th Street, N. W., Suite 1008  
Washington, D. C. 20005  
Eugene B. Vickers, Vice President for  
Administration  
Tel: (202) 659-1737

WESTERN WHEAT ASSOCIATES, U.S.A., INC.  
(Continued)

CHINA, REPUBLIC OF

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North Road, Section 2  
Taipei 105  
Fred Schneller, Regional Director  
Tel: 521-1144

INDIA

902 New Delhi House  
27 Barakhamba Road  
New Delhi, 110 001  
Lajpat R. Kandhari, Director,  
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Tel: 45788

JAPAN

1-14, 1-Chome, Akasaka  
Minato-ku  
Tokyo 107  
Ronald R. Maas, Director  
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KOREA

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188-3 Euljiro 1-KA, Chung-Ku  
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U. S. MARKET DEVELOPMENT COOPERATORS (Continued)  
(January 1976)

WESTERN WHEAT ASSOCIATES, U.S.A., INC.  
(Continued)

PHILIPPINES

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Security Bank and Trust Company  
Building Ste. 601, 6778 Ayala Avenue  
Makati, Rizal 3117  
Thomas Templeton, Regional Director  
Tel: 88-33-08

SINGAPORE

903 Far East Shopping Center Building  
Orchard Road  
Singapore 9  
Alan Hunt, Regional Director  
Tel: 235-2056

LIVESTOCK AND LIVESTOCK PRODUCTS

AMERICAN ANGUS ASSOCIATION

3201 Frederick Boulevard  
St. Joseph, Missouri 64501  
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AMERICAN BRAHMAN BREEDERS ASSOCIATION

1313 La Concha Lane  
Houston, Texas 77054  
Kirby Cunningham, Executive Secretary  
Tel: (713) 795-4444

AMERICAN HEREFORD ASSOCIATION

715 Hereford Drive  
Kansas City, Missouri 64105  
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Tel: (816) 842-3757

AMERICAN INTERNATIONAL CHAROLAIS ASSOCIATION

1610 Old Spanish Trail  
Houston, Texas 77025  
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Tel: (713) 748-1920

AMERICAN POLLED HEREFORD ASSOCIATION

4700 East 63rd Street  
Kansas City, Missouri 64130  
Orville K. Sweet, Executive Secretary  
Tel: (816) 333-7731

AMERICAN QUARTER HORSE ASSOCIATION

2736 West Tenth Street  
P. O. Box 200  
Amarillo, Texas 79168  
Ronald Blackwell, Director for  
Public Relations  
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BROWN SWISS CATTLE BREEDERS ASSOCIATION INC.

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Beloit, Wisconsin 53512  
Marvin Kruse, Executive Secretary  
Tel: (608) 365-4474

EMBA MINK BREEDERS ASSOCIATION

220 Ninth Street  
Racine, Wisconsin 53403  
Ms. Rita M. Johnson, Coordinator  
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HOLSTEIN-FRIESIAN ASSOCIATION OF AMERICA

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Brattleboro, Vermont 05301  
Robert H. Rumler, Executive Chairman  
Charles J. Larson, Executive  
Secretary  
Tel: (802) 254-4551

U. S. MARKET DEVELOPMENT COOPERATORS (Continued)  
(January 1976)

HOLSTEIN-FRIESIAN ASSOCIATION OF AMERICA  
(Continued)

BELGIUM

Avenue Louise 479  
B-1050 Brussels  
Conrad Lutz, European Director  
Tel: 486344

IRAN

SODETEG-IRFRAM (Representing Holstein-  
Friesian Association of America)  
51-Avenue Khachayar  
(Place Vanak)  
Tehran  
David Gomes  
Pierre Bashoc  
Tel: 68-48-13 or 15

INTERNATIONAL BRANGUS BREEDERS'  
ASSOCIATION, INC.

9500 Tloga Drive  
San Antonio, Texas 78230  
Roy W. Lilley, Executive Secretary  
Tel: (512) 696-8231

MOHAIR COUNCIL OF AMERICA

516 Central National Bank Building  
San Angelo, Texas 76901  
Ross McSwain, Assistant Director  
Tel: (915) 655-3161

NATIONAL ASSOCIATION OF ANIMAL BREEDERS

512 Cherry Street  
P. O. Box 1033  
Columbia, Missouri 65201  
William M. Durfey, Executive Secretary  
Tel: (314) 445-4406

NATIONAL RENDERERS ASSOCIATION

3150 Des Plaines Avenue  
Des Plaines, Illinois 60018  
Dean A. Specht, Executive Director  
Tel: (312) 827-8151

BELGIUM

Rue Archimede 15-21  
1040 Brussels  
Tel: 02-734-0761

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25 Nishikubo Akenfuncho  
Shiba, Minato-ku  
Tokyo 105  
John J. Hada, Far East Director  
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SANTA GERTRUDIS BREEDERS INTERNATIONAL

P. O. Box 1257  
Kingsville, Texas 78363  
Thomas Cashion, Executive Secretary  
Tel: (512) 592-9357

TANNERS' COUNCIL OF AMERICA, INC.

411 5th Avenue  
New York, New York 10016  
Eugene L. Kilik, President  
Tel: (212) 686-7950

OILSEEDS AND PRODUCTS

AMERICAN SOYBEAN ASSOCIATION

Hudson, Iowa 50643  
Ralph Jackson, Executive Vice-Pres.  
Dennis Blankenship, Director of  
Market Development  
Tel: (319) 988-3296



U. S. MARKET DEVELOPMENT COOPERATORS (Continued)  
(January 1976)

AMERICAN SOYBEAN ASSOCIATION (Continued)

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A-1040 Vienna 4  
Kenneth Lopley, Director East Europe  
Aleksander E. Cerne, Program Manager  
for Eastern Europe  
Tel: 65-74-12

BELGIUM

Centre International Roglor  
Passage No. 6 - Room 2501  
Brussels  
Hal I. Richard, European Director  
Tel: 02-217-20-75

CHINA, REPUBLIC OF

P. O. Box 3512  
Room 603  
Kwang Wu Mansion  
386, Tun Hua  
South Road  
Taipei  
Steve Chen, Country Director  
Tel: 782-110 or 785-880

GERMANY, WEST

Pelzerstrasse 13  
2 Hamburg 1  
Dr. Karl W. Fangauf, Country Director  
Tel: 040-33-05-16 or 040-33-67-83

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12-21, 3 Chome  
Akasaka, Minato-ku  
Tokyo  
Lloyd M. Reid, Far East Director  
Tel: 585-5826, 5827

MEXICO

Rio Soná No. 26  
Desp. One  
Cuahutemoc, Mexico Five, D.F.  
Gil Harrison, Latin America Director  
Tel: 1-905-535-0659

NATIONAL PEANUT COUNCIL

7900 Westpark Drive, Suite 713  
McLean, Virginia 22101  
John L. Currier, President  
Tel: (703) 893-5038

TOBACCO AND SEEDS

AMERICAN SEED TRADE ASSOCIATION

1030 15th Street, N. W., Suite 964  
Washington, D. C. 20005  
Harold D. Loden, Executive Vice  
President  
Wayne R. Underwood, International  
Marketing Director  
Tel: (202) 223-4080

U. S. MARKET DEVELOPMENT COOPERATORS (Continued)  
(January 1976)

BURLEY AND DARK LEAF TOBACCO EXPORT  
ASSOCIATION, INC.

1100 17th Street, N. W., Room 306  
Washington, D. C. 20036

Frank B. Snodgrass, Vice President  
and Managing Director

Tel: (202) 296-6820

LEAF TOBACCO EXPORTERS ASSOCIATION, INC.

P. O. Box 1288

Raleigh, North Carolina 27602

Hugh C. Kiger, Executive Vice  
President

Tel: (919) 833-1064

TOBACCO ASSOCIATES, INC.

1101 17th Street, N. W., Suite 912

Washington, D. C. 20036

Joseph R. Williams, President

Tel: (202) 659-1160

OTHER U. S. TRADE ASSOCIATIONS  
WITH PERIODIC SHORT TERM PROJECTS  
(January 1976)

This list includes those which have participated in past years and can reasonably be expected to participate in the future.

AMERICAN BERKSHIRE ASSOCIATION

601 West Monroe Street  
Springfield, Illinois 62704  
Larry J. Heidebrecht, Executive  
Secretary  
Tel: (217) 523-2123

AMERICAN CORRIEDALE ASSOCIATION, INC.

P. O. Box 290  
Seneca, Illinois 61360  
Russell E. Jackson, Secretary  
Tel: (815) 357-6339

AMERICAN DAIRY GOAT ASSOCIATION

P. O. Box 186  
Spindale, North Carolina 28160  
Don Wilson, Secretary-Treasurer  
Tel: (704) 631-3801

THE AMERICAN GUERNSEY CATTLE CLUB

70 Main Street  
Peterborough, New Hampshire 03458  
Max L. Dawdy, Secretary-Treasurer  
Tel: (603) 924-3344

THE AMERICAN JERSEY CATTLE CLUB

2105-J South Hamilton Road  
Columbus, Ohio 43227  
James F. Cavanaugh, Executive Secretary  
Tel: (614) 861-3636

AMERICAN LANDRACE ASSOCIATION

P. O. Box 111  
Culver, Indiana 46511  
Eugene G. Benedict, Secretary/  
Treasurer  
Tel: (219) 842-3167

AMERICAN MEAT INSTITUTE

P. O. Box 3556  
Washington, D. C. 20007  
Richard Lyng, President  
J. Russell Ives, Vice-President  
Dewey Bond, Director of Government  
Relations  
Tel: (703) 841-1030

AMERICAN NATIONAL CATTLEMEN'S ASSOC.

1001 Lincoln Street  
Denver, Colorado 80203  
George Spencor, Executive Secretary  
Tel: (303) 266-2142

Washington Office:

C.W. McMillan, Executive Vice-  
President  
1015 National Press Building  
Washington, D. C. 20004  
Tel: (202) 347-0228

AMERICAN RABBIT BREEDERS ASSOCIATION, INC.

2401 E. Oakland Avenue  
Bloomington, Illinois 61701  
Ed Peifer, Jr., Secretary  
Tel: (412) 421-1701

AMERICAN RAMBOUILLET SHEEP BREEDERS ASSOCIATION

2709 Sherwood Way  
San Angelo, Texas 76901  
Fred R. Campbell, District Director  
Tel: (915) 387-2543 (Sonora)  
(915) 949-4414 (San Angelo)

OTHER U. S. TRADE ASSOCIATIONS  
WITH PERIODIC SHORT TERM PROJECTS (Continued)  
(January 1976)

AMERICAN SHORTHORN ASSOCIATION

8288 Hascall Street  
Omaha, Nebraska 68124  
C. D. Swaffar, Secretary  
Tel: (402) 393-7200

AMERICAN TEXTILE MANUFACTURERS INSTITUTE

1150 17th Street, N. W., Suite 1001  
Washington, D. C. 20036  
Robert C. Jackson, Executive Vice  
President  
Tel: (202) 833-9420

AMERICAN YORKSHIRE CLUB

1001 South Street, Box 878  
Lafayette, Indiana 47901  
Glen Conaster, Executive Secretary  
Tel: (317) 742-8704

AYRSHIRE CATTLE BREEDERS' ASSOCIATION

Brandon, Vermont 95733  
David Gibson, Jr., Executive  
Secretary  
Tel: (802) 247-5774

HAMPSHIRE SWINE REGISTRY

1111 Main Street  
Peoria, Illinois 61606  
Larry L. Rus, Secretary  
Tel: (309) 674-9134

IDAHO BEAN COMMISSION

Suite M, Owyhee Plaza  
Boise, Idaho 83702  
Harold West, Executive Director  
Tel: (208) 384-2354

NATIONAL HIDE ASSOCIATION

2237 Lincoln Avenue  
Chicago, Illinois 60614  
John K. Minnoch, President  
Tel: (312) 372-8883

NATIONAL INDEPENDENT MEAT PACKERS ASSN.

734 15th Street, N. W.  
Washington, D. C. 20005  
John G. Mohay, Vice President  
Tel: (202) 347-1000

NATIONAL LIVESTOCK AND MEAT BOARD

36 South Wabash Avenue  
Chicago, Illinois 60603  
David H. Stroud, President  
Tel: (312) 346-6465

NATIONAL SOYBEAN PROCESSORS ASSN.

1133 15th Street, N. W., Suite 206  
Washington, D. C. 20005  
Sheldon J. Hauck, Executive Director  
Tel: (202) 452-8040

POLAND CHINA RECORD ASSOCIATION

1058 East Losey Street, Box 71  
Galesburg, Illinois 61401  
Jay E. Coble, Secretary  
Tel: (312) 343-9853

RED ANGUS ASSOCIATION OF AMERICA

P. O. Box 776  
Denton, Texas 76201  
Julius C. Todd, Executive Secretary  
Tel: (817) 387-3502

UNITED DUROC SWINE REGISTRY

237-9 North Monroe Street  
Peoria, Illinois 61602  
Bruce Henderson, Secretary  
Tel: (309) 691-8094

CONTRACTORS UNDER MARKET  
DEVELOPMENT EXPORT INCENTIVE PROGRAMS  
(January 1976)

CALIFORNIA ALMOND GROWERS EXCHANGE

1802 C Street  
Sacramento, California 95814  
Roger J. Baccolgaluppi, President  
Tel: (916) 442-0771 (Almonds)

D-N-E SALES, INC.

1900 Old Dixie Highway  
Ft. Pierce, Florida 33450  
Robert W. Egan, Export Sales Manager  
Tel: (305) 465-1110 (Grapefruit)

DEL MONTE CORPORATION

215 Fremont Street  
San Francisco, California 94119  
H. J. Schlesselmann, Manager  
International Marketing Specialist  
Tel: (415) 781-7760 (Sweet Corn)

DIAMOND WALNUT GROWERS, INC.

P. O. Box 1727  
Stockton, California 95201  
John F. Huber, Export Sales Manager  
Tel: (209) 456-0201 (Walnuts)

FROMM AND SICHEL, INC. (Christian Brothers)

655 Beach Street  
San Francisco, California 94109  
Jack Welsch, President  
Tel: (415) 673-6333 (Wine)

GOLDEN RIVER PACKING CO.

P. O. Drawer "S"  
Vero Beach, Florida 32960  
George S. Lambeth, Jr., President  
Tel: (305) 562-4564 (Grapefruit)

GREEN GIANT COMPANY

Hazeltine Gates  
Chaska, Minnesota 55318  
Osmond Way, Director of International  
Marketing  
Tel: (612) 448-2882 (Sweet Corn)

HEUBLIEN INTERNATIONAL LTD.

(Inglenook)  
Farmington, Connecticut 06032  
Tom Snell, Director of Marketing,  
Beverage  
Tel: (203) 677-4061 (Wines)

INDIAN RIVER CITRUS SALES, INC.

P. O. Box 335  
Wabasso, Florida 32970  
Richard M. Dozier, Sales Manager  
Tel: (305) 589-3131 (Grapefruit)

OCEAN SPRAY CRANBERRIES

Hanson, Massachusetts 02341  
Jack Connolly, Jr., Director of  
Marketing  
Horst Class, Manager of International  
Marketing  
Tel: (617) 293-6301 (Cranberry Prod.)

RIO DEL MAR FOODS, INC.

64 Pine Street  
San Francisco, California 94111  
Harry Bonn, President  
Tel: (415) 421-6902 (Almonds)

SEALD-SWEET GROWERS, INC.

P. O. Box 2349  
Tampa, Florida 33601  
Donald Lins, Executive Vice President  
and General Manager  
Tel: (813) 229-2931 (Grapefruit)

SUNKIST GROWERS, INC.

14130 Riverside Drive  
Box 7888 Valley Annex  
Van Nuys, California  
William K. Quarles, Vice President,  
Government Affairs  
Tel: (213) 986-4800 (Citrus)

CONTRACTORS UNDER MARKET  
DEVELOPMENT EXPORT INCENTIVE PROGRAMS (Continued)  
(January 1976)

CAS CITRUS EXCHANGE

O. Box 480  
nburg, Texas 78539  
J. W. Holford, President  
Tel: (512) 383-6281 (Grapefruit  
Products)

CASWEET CITRUS, INC.

O. Box 488  
na, Texas 78537  
E. A. Koelle, President  
Tel: (512) 464-3373 (Grapefruit)

## INTERNATIONAL BROKERS OR SELLERS

Export Management Companies, also referred to as Combination Export Management Companies (CEM), provide valuable service to U. S. manufacturers who export, or want to export. Generally, they either act as an export agent for one or more U. S. companies, or they may take actual possession of products to be exported.

A EMC or CEM can perform one or more of the following services in behalf of the U. S. manufacturer and his products:

1. Find the overseas buyer through personal contact or through an overseas agency relationship.
2. Provide marketing data tailored to specific world areas and products.
3. Represent the U. S. manufacturer in overseas trade circles, and at overseas promotional events sponsored by the Foreign Agricultural Service.
4. Arrange for such export services as forwarding and shipping, financing, product introduction, and commercial promotion in the foreign market.
5. Serve, in effect, as the "export department" for the U. S. company.

The designated EMC or CEM does not apply to all such companies. Some of them refer to themselves as export brokers, International brokers, or by some other name.

We have not attempted to list the multitude of such companies operating today. There are too many of them and because of almost daily changes, the list would have been obsolete before it was published. Your State Department of Agriculture contact (see page 44) can direct you to the companies serving your area.

U. S. DEPARTMENT OF COMMERCE

William Kurylcchek, Director  
Business Counseling Section  
Export Information Division  
Office of Export Development  
Washington, D. C. 20230  
Tel: (202) 967-3181

Promotes and assists U. S. trade and investment overseas through trade missions, exhibits, and other means. Provides services to exporters such as overseas business reports and trade lists, trade opportunities in foreign markets, and reports on individual traders overseas.

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Birmingham, Alabama 35205  
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\*(Dallas, Texas District)  
1100 North University  
Suite 109  
Little Rock, Arkansas 72207  
Tel: (501) 378-5157  
FTS 740-5157

Alaska

Everett W. Buess, Director  
412 Hill Building  
632 Sixth Avenue  
Anchorage, Alaska 99501  
Tel: (907) 265-5307

California

Eric C. Silberstein, Director  
11201 Federal Building  
11000 Wilshire Boulevard  
Los Angeles, California 90024  
Tel: (213) 824-7591  
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Arizona

Donald W. Fry, Director  
508 Greater Arizona Savings Building  
112 North Central Avenue  
Phoenix, Arizona 85004  
Tel: (602) 261-3285  
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\*233 A Street  
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San Diego, California 92101  
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U. S. DEPARTMENT OF COMMERCE (Continued)

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Colorado

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FTS 327-3246

Connecticut

Richard C. Kilbourn, Director  
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450 Main Street  
Hartford, Connecticut 06103  
Tel: (203) 244-3530  
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Florida

Roger J. LaRoche, Director  
Room 821, City National Bank Building  
25 West Flagler Street  
Miami, Florida 33130  
Tel: (305) 350-5267  
FTS 350-5267

\*128 North Osceola Avenue  
Clearwater, Florida 33515  
Tel: (813) 446-4081

\*604 North Hogan Street  
Jacksonville, Florida 32202  
Tel: (904) 791-2796  
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Florida (Continued)

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Georgia

David S. Williamson, Director  
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Atlanta, Georgia 30309  
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James W. McIntire, Director  
235 U. S. Courthouse & P.O. Building  
125-29 Bull Street  
Savannah, Georgia 31402  
Tel: (912) 232-4321 ext. 204  
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Hawaii

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286 Alexander Young Building  
1015 Bishop Street  
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55 East Monroe Street  
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U. S. DEPARTMENT OF COMMERCE (Continued)

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Iowa

Jesse N. Durden, Director  
609 Federal Building  
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Kansas

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Kentucky

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Tel: (502) 875-4421

Louisiana

Edwin A. Leland, Jr., Director  
432 International Trade Mart  
No. 2 Canal Street  
New Orleans, Louisiana 70130  
Tel: (504) 589-6546  
FTS 682-6546

Maine

\*(Boston, Massachusetts District)  
Maine State Pier  
40 Commercial Street  
Portland, Maine 04111  
Tel: (207) 775-3236  
FTS 833-3236

Maryland

Carroll F. Hopkins, Director  
415 U. S. Customhouse  
Gay and Lombard Streets  
Baltimore, Maryland 21202  
Tel: (301) 962-3560  
FTS 922-3560

Massachusetts

Richard F. Treadway, Director  
10th Floor, 441 Stuart Street  
Boston, Massachusetts 02116  
Tel: (617) 223-2312  
FTS 223-2312

Michigan

William L. Welch, Director  
445 Federal Building  
231 West Lafayette  
Detroit, Michigan 48226  
Tel: (313) 226-3650  
FTS 226-3650

\*Graduate School of Business  
Administration  
University of Michigan  
Room 288  
Ann Arbor, Michigan 48105  
Tel: (313) 769-7638  
FTS 769-7638

U. S. DEPARTMENT OF COMMERCE (Continued)

Michigan (Continued)

\*300 Federal Square Building  
29 Pearl Street, N. W.  
Grand Rapids, Michigan 49502  
Tel: (616) 456-2411  
FTS 456-2411

Minnesota

Glenn A. Matson, Director  
306 Federal Building  
110 South Fourth Street  
Minneapolis, Minnesota 55401  
Tel: (612) 725-2133  
FTS 725-2133

Mississippi

\*(Birmingham, Alabama District)  
P. O. Box 849  
2003 Walter Sillers Building  
Jackson, Mississippi 39205  
Tel: (601) 969-4388  
FTS 490-4388

Missouri

Donald R. Loso, Director  
120 South Central Avenue  
St. Louis, Missouri 63105  
Tel: (314) 425-3302 or 4  
FTS 279-3302

\*Room 1840, 601 East 12th Street  
Kansas City, Missouri 64106  
Tel: (816) 374-3142  
FTS 758-3142

Montana

\*(Cheyenne, Wyoming District)  
210 Miners Bank Building  
Park Street  
Butte, Montana  
Tel: (406) 723-6561 ext. 3317  
FTS 585-6561 ext. 3317

Nebraska

George H. Payne, Director  
1620 Dodge Street  
Omaha, Nebraska 68102  
Tel: (402) 221-3665  
FTS 864-3665

Nevada

Joseph J. Jeremy, Director  
2028 Federal Building  
300 Booth Street  
Reno, Nevada 89502  
Tel: (702) 784-5203  
FTS 598-5203

New Jersey

Clifford R. Lincoln, Director  
4th Floor, Gateway Building  
Market Street & Penn Plaza  
Newark, New Jersey 07102  
Tel: (201) 645-6214  
FTS 341-6214

New Mexico

William E. Dwyer, Director  
U. S. Courthouse, Room 316  
421 Gold Street  
Albuquerque, New Mexico 87101  
Tel: (505) 766-2386  
FTS 474-2386

U. S. DEPARTMENT OF COMMERCE (Continued)

New York

Robert F. Magee, Director  
1312 Federal Building  
111 West Huron Street  
Buffalo, New York 14202  
Tel: (716) 842-3208  
FTS 432-3208

Arthur C. Rutzen, Director  
37th Floor, Federal Office Building  
26 Federal Plaza, Foley Square  
New York, New York 10007  
Tel: (212) 264-0634  
FTS 264-0600

North Carolina

Joel B. New, Director  
203 Federal Building  
West Market Street  
P. O. Box 1950  
Greensboro, North Carolina 27402  
Tel: (919) 275-9111 ext. 345  
FTS 670-5345

Ohio

Gordon B. Thomas, Director  
8028 Federal Office Building  
550 Main Street  
Cincinnati, Ohio 45205  
Tel: (513) 684-2944  
FTS 684-2944

Charles B. Stobbins, Director  
Room 600  
666 Euclid Avenue  
Cleveland, Ohio 44114  
Tel: (216) 522-3131 ext. 4750  
FTS 293-4750

Oklahoma

\*(Dallas, Texas District)  
4020 Lincoln Boulevard  
Oklahoma City, Oklahoma 73105  
Tel: (405) 231-5302  
FTS 736-5302

Oregon

J. D. Chapman, Director  
501 Pittock Block  
921 S. W. Washington Street  
Portland, Oregon 97205  
Tel: (503) 221-3001  
FTS 423-3001

Pennsylvania

Patrick P. McCabe, Director  
9448 Federal Building  
600 Arch Street  
Philadelphia, Pennsylvania 19106  
Tel: (215) 597-2850  
FTS 597-2866

Newton Heston, Jr., Director  
2002 Federal Building  
1000 Liberty Avenue  
Pittsburgh, Pennsylvania 15222  
Tel: (412) 644-2850  
FTS 722-2850

Puerto Rico

Enrique Vilolla, Director  
Room 100  
Post Office Building  
San Juan, Puerto Rico 00902  
Tel: (809) 723-4640

U. S. DEPARTMENT OF COMMERCE (Continued)

Rhode Island

\*(Boston, Massachusetts District)  
1 Weybossett Hill  
Providence, Rhode Island 02903  
Tel: (401) 277-2605 ext. 22

South Carolina

Philip A. Ouzts, Director  
2611 Forest Drive  
Forest Center  
Columbia, South Carolina 29204  
Tel: (803) 765-5345  
FTS 677-5345

\*Federal Building, Suite 631  
334 Meeting Place  
Charleston, South Carolina 29403  
Tel: (803) 577-4361  
FTS 677-4361

Tennessee

Bradford H. Rice, Director  
147 Jefferson Avenue, Room 710  
Memphis, Tennessee 38103  
Tel: (901) 534-3213  
FTS 222-3213

\*Andrew Jackson Office Building  
Room 1004  
Nashville, Tennessee 37219  
Tel: (615) 749-5161  
FTS 852-5161

Texas

C. Carmon Stiles, Director  
1100 Commerce Street  
Room 7A5  
Dallas, Texas 75202  
Tel: (214) 749-1515  
FTS 749-1513

Texas (Continued)

Felicitto C. Guerrero, Acting Director  
1017 Old Federal Building  
201 Fannin Street  
Houston, Texas 77002  
Tel: (713) 226-4231  
FTS 527-4231

Utah

George M. Blessing, Jr.  
Trade Specialist-in-Charge  
1203 Federal Building  
125 South State Street  
Salt Lake City, Utah 84138  
Tel: (801) 524-5116  
FTS 588-5116

Virginia

Weldon W. Tuck, Director  
8010 Federal Building  
400 North 8th Street  
Richmond, Virginia 23240  
Tel: (804) 782-2246  
FTS 925-2246

Washington

Judson S. Wonderly, Director  
Lake Union Building, Room 706  
1700 Westlake Avenue North  
Seattle, Washington 98109  
Tel: (206) 442-5615  
FTS 399-5615

West Virginia

J. Raymond DePaulo, Director  
3000 New Federal Office Building  
500 Quarrier Street  
Charleston, West Virginia 25301  
Tel: (304) 343-6181 ext. 375  
FTS 924-1375

U. S. DEPARTMENT OF COMMERCE (Continued)

Wisconsin

Russell H. Leitch, Director  
Federal Building/U.S. Courthouse  
517 East Wisconsin Avenue  
Milwaukee, Wisconsin 53202  
Tel: (414) 224-3473  
FTS 362-3473

Wyoming

Lowell O. Burns, Director  
6022 O'Mahoney Federal Center  
2120 Capitol Avenue  
Cheyenne, Wyoming 82001  
Tel: (307) 778-2220 ext. 2151  
FTS 328-2151

A PARTIAL LISTING OF FOREIGN EMBASSIES  
IN THE UNITED STATES

AFGHANISTAN

Embassy of Afghanistan  
2341 Wyoming Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 234-3770

BELGIUM

Embassy of Belgium  
3330 Garfield Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 333-6900

ARGENTINA

Embassy of the Argentine Republic  
1600 New Hampshire Avenue, N. W.  
Washington, D. C. 20009  
Tel: (202) 332-7100

BOLIVIA

Embassy of Bolivia  
1145 19th Street, N. W., Suite 213  
Washington, D. C. 20036  
Tel: (202) 223-9610

AUSTRALIA

Embassy of Australia  
1601 Massachusetts Avenue, N. W.  
Washington, D. C. 20036  
Tel: (202) 797-3000

BOTSWANA

Embassy of the Republic of Botswana  
4301 Connecticut Avenue, N. W.  
Suite 404  
Washington, D. C. 20008  
Tel: (202) 244-4990

AUSTRIA

Embassy of Austria  
2343 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 438-4474

BRAZIL

Brazilian Embassy  
3006 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 797-0100

BANGLADESH

Embassy of the People's Republic  
of Bangladesh  
2123 California Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 737-9169

BULGARIA

Embassy of the People's Republic  
of Bulgaria  
2100 16th Street, N. W.  
Washington, D. C. 20009  
Tel: (202) 387-7969

BARBADOS

Embassy of Barbados  
2144 Wyoming Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 387-7374

BURMA

Embassy of the Socialist Republic  
of the Union of Burma  
2300 S Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 332-9044

A PARTIAL LISTING OF FOREIGN EMBASSIES  
IN THE UNITED STATES (Continued)

BURUNDI

Embassy of the Republic of Burundi  
2717 Connecticut Avenue, N. W.  
Washington, D. C. 20009  
Tel: (202) 387-4477

CAMEROON

Embassy of the United Republic of  
Cameroon  
2349 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 265-8790

CANADA

Embassy of Canada  
1746 Massachusetts Avenue, N. W.  
Washington, D. C. 20036  
Tel: (202) 785-1400

CENTRAL AFRICAN REPUBLIC

Embassy of Central African Republic  
1618 22nd Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 265-5637

CEYLON

(See SRI LANKA)

CHILE

Embassy of Chile  
1732 Massachusetts Avenue, N. W.  
Washington, D. C. 20036  
Tel: (202) 785-1746

CHINA

Chinese Embassy  
4301 Connecticut Avenue, N. W.  
Suite 420  
Washington, D. C. 20008  
Tel: (202) 686-6400

COLOMBIA

Embassy of Colombia  
2118 Leroy Place, N. W.  
Washington, D. C. 20008  
Tel: (202) 387-5828

COSTA RICA

Embassy of Costa Rica  
2112 S Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 234-4945

CYPRUS

Embassy of Cyprus  
2211 R Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 462-5772

CZECHOSLOVAKIA

Embassy of Czechoslovak Socialist  
Republic  
3900 Linnean Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 363-6315

DENMARK

Embassy of Denmark  
3200 Whitehaven Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 234-4300



A PARTIAL LISTING OF FOREIGN EMBASSIES  
IN THE UNITED STATES (Continued)

DOMINICAN REPUBLIC

Embassy of the Dominican Republic  
1715 22nd Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 332-6280

ECUADOR

Embassy of Ecuador  
2535 15th Street, N. W.  
Washington, D. C. 20009  
Tel: (202) 234-7200

EGYPT

Embassy of the Arab Republic of Egypt  
2310 Decatur Place, N. W.  
Washington, D. C. 20008  
Tel: (202) 232-5400

EL SALVADOR

Embassy of El Salvador  
2308 California Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 265-3480

ETHIOPIA

Embassy of Ethiopia  
2134 Kalorama Road, N. W.  
Washington, D. C. 20008  
Tel: (202) 234-2281

FINLAND

Embassy of Finland  
1900 24th Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 462-0556

FRANCE

Embassy of France  
1100 Connecticut Avenue, N. W.  
Washington, D. C. 20006  
Tel: (202) 223-6710

GABON

Embassy of the Gabonese Republic  
2210 R Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 797-1000

GERMANY

Embassy of the Federal Republic  
of Germany  
4645 Reservoir Road, N. W.  
Washington, D. C. 20007  
Tel: (202) 331-3000

GHANA

Embassy of Ghana  
2460 16th Street, N. W.  
Washington, D. C. 20009  
Tel: (202) 462-0761

GREAT BRITAIN

British Embassy  
3100 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 462-1340

GREECE

Embassy of Greece  
2221 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 667-3168

A PARTIAL LISTING OF FOREIGN EMBASSIES  
IN THE UNITED STATES (Continued)

GUATEMALA

Embassy of Guatemala  
2220 R Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 332-2865

GUINEA

Embassy of the Republic of Guinea  
2112 Leroy Place, N. W.  
Washington, D. C. 20008  
Tel: (202) 483-9420

GUYANA

Embassy of Guyana  
2490 Tracy Place, N. W.  
Washington, D. C. 20008  
Tel: (202) 265-6900

HAITI

Embassy of Haiti  
4400 17th Street, N. W.  
Washington, D. C. 20011  
Tel: (202) 723-7000

HONDURAS

Embassy of Honduras  
4715 16th Street, N. W.  
Washington, D. C. 20011  
Tel: (202) 723-4923

HUNGARY

Embassy of the Hungarian People's  
Republic  
2437 15th Street, N. W.  
Washington, D. C. 20009  
Tel: (202) 387-3800

ICELAND

Embassy of Iceland  
2022 Connecticut Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 365-6653

INDIA

Embassy of India  
2107 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 265-5050

INDONESIA

Embassy of the Republic of Indonesia  
2020 Massachusetts Avenue, N. W.  
Washington, D. C. 20036  
Tel: (202) 293-1745

IRAN

Imperial Embassy of Iran  
3005 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 483-5500

IRELAND

Embassy of Ireland  
2234 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 483-7639

ISRAEL

Embassy of Israel  
1621 22nd Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 483-4100

A PARTIAL LISTING OF FOREIGN EMBASSIES  
IN THE UNITED STATES (Continued)

ITALY

Embassy of Italy  
1601 Fuller Street, N. W.  
Washington, D. C. 20009  
Tel: (202) 234-1935

IVORY COAST

Embassy of the Republic of Ivory Coast  
2424 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 483-2400

JAMAICA

Embassy of Jamaica  
1666 Connecticut Avenue, N. W.  
Washington, D. C. 20009  
Tel: (202) 387-1010

JAPAN

Embassy of Japan  
2520 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 234-2266

JORDAN

Embassy of the Hashemite Kingdom  
of Jordan  
2319 Wyoming Avenue, N. W.  
Washington, D.C. 20008  
Tel: (202) 365-1606

KENYA

Embassy of Kenya  
2249 R Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 387-6101

KHMER REPUBLIC

Embassy of the Khmer Republic  
4500 16th Street, N. W.  
Washington, D. C. 20011  
Tel: (202) 726-2404

KOREA

Embassy of Korea  
2320 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 438-7383

LAOS

Embassy of Laos  
2222 S Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 332-6416

LEBANON

Embassy of Lebanon  
2560 28th Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 332-0300

LESOTHO

Embassy of the Kingdom of Lesotho  
Caravel Building, Suite 300  
1601 Connecticut Avenue, N. W.  
Washington, D. C. 20009  
Tel: (202) 462-4190

LIBERIA

Embassy of Liberia  
5201 16th Street, N. W.  
Washington, D. C. 20011  
Tel: (202) 723-0437

A PARTIAL LISTING OF FOREIGN EMBASSIES  
IN THE UNITED STATES (Continued)

LIBYA

Embassy of the Libyan Arab Republic  
1717 Massachusetts Avenue, N. W.  
Suite 605  
Washington, D. C. 20008  
Tel: (202) 387-3055

MADAGASCAR

Embassy of Madagascar  
2374 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 265-5525

MALAWI

Malawi Embassy  
2362 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 234-9313

MALAYSIA

Embassy of Malaysia  
2401 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 234-7600

MALI

Embassy of the Republic of Mali  
2130 R Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 332-2249

MALTA

Embassy of Malta  
2017 Connecticut Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 462-3611

MAURITANIA

Embassy of the Islamic Republic  
of Mauritania  
2129 Leroy Place, N. W.  
Washington, D. C. 20008  
Tel: (202) 232-5700

MAURITIUS

Embassy of Mauritius  
4301 Connecticut Avenue, N.W.  
Suite 134  
Washington, D. C. 20008  
Tel: (202) 244-1491

MEXICO

Embassy of Mexico  
2829 16th Street, N. W.  
Washington, D. C. 20009  
Tel: (202) 234-6000

MOROCCO

Embassy of Morocco  
1601 21st Street, N. W.  
Washington, D. C. 20009  
Tel: (202) 462-7979

NEPAL

Royal Nepalese Embassy  
2131 Leroy Place, N. W.  
Washington, D. C. 20008  
Tel: (202) 667-4550

NETHERLANDS

Embassy of the Netherlands  
4200 Linnean Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 244-5300

A PARTIAL LISTING OF FOREIGN EMBASSIES  
IN THE UNITED STATES (Continued)

NEW ZEALAND

Embassy of New Zealand  
19 Observatory Circle, N. W.  
Washington, D. C. 20008  
Tel: (202) 265-1721

NICARAGUA

Embassy of Nicaragua  
1627 New Hampshire Avenue, N. W.  
Washington, D. C. 20009  
Tel: (202) 387-4371

NIGER

Embassy of the Republic of Niger  
2204 R Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 483-4224

NIGERIA

Embassy of Nigeria  
1333 16th Street, N. W.  
Washington, D. C. 20036  
Tel: (202) 223-9300

NORWAY

Embassy of Norway  
3401 Massachusetts Avenue, N. W.  
Washington, D. C. 20007  
Tel: (202) 333-6000

PAKISTAN

Embassy of Pakistan  
2315 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 332-8330

PANAMA

Embassy of Panama  
2862 McGill Terrace, N. W.  
Washington, D. C. 20008  
Tel: (202) 483-1407

PARAGUAY

Embassy of Paraguay  
2400 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 438-6960

PERU

Embassy of Peru  
1700 Massachusetts Avenue, N. W.  
Washington, D. C. 20036  
Tel: (202) 833-9860

PHILIPPINES

Embassy of the Philippines  
1617 Massachusetts Avenue, N. W.  
Washington, D. C. 20036  
Tel: (202) 483-1414

POLAND

Embassy of the Polish People's  
Republic  
2640 16th Street, N. W.  
Washington, D. C. 20009  
Tel: (202) 234-3800

PORTUGAL

Embassy of Portugal  
2125 Kalorama Road, N. W.  
Washington, D. C. 20008  
Tel: (202) 265-1643

A PARTIAL LISTING OF FOREIGN EMBASSIES  
IN THE UNITED STATES (Continued)

QATAR

Embassy of the State of Qatar  
2721 Connecticut Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 332-2300

SINGAPORE

Embassy of the Republic of Singapore  
1824 R Street, N. W.  
Washington, D. C. 20009  
Tel: (202) 667-7555

ROMANIA

Embassy of the Socialist Republic  
of Romania  
1607 23rd Street, N. W.  
Washington, D. C. 20009  
Tel: (202) 232-4747

SOMALIA

Embassy of the Somali Democratic  
Republic  
600 New Hampshire Avenue, N. W.  
Suite 710  
Washington, D. C. 20037  
Tel: (202) 234-3261

RWANDA

Embassy of the Republic of Rwanda  
1714 New Hampshire Avenue, N. W.  
Washington, D. C. 20009  
Tel: (202) 232-2882

SOUTH AFRICA

Embassy of South Africa  
3051 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 232-4400

SAUDI ARABIA

Embassy of Saudi Arabia  
1520 18th Street, N. W.  
Washington, D. C. 20036  
Tel: (202) 483-2100

SPAIN

Embassy of Spain  
2558 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 332-4262

SENEGAL

Embassy of the Republic of Senegal  
2112 Wyoming Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 234-0540

SRI LANKA

Embassy of Sri Lanka  
2148 Wyoming Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 483-4025

SIERRA LEONE

Embassy of Sierra Leone  
1701 19th Street, N. W.  
Washington, D. C. 20009  
Tel: (202) 265-7700

SUDAN

Embassy of the Democratic Republic  
of the Sudan  
600 New Hampshire Avenue, N. W.  
Suite 400  
Washington, D. C. 20037  
Tel: (202) 338-8565

A PARTIAL LISTING OF FOREIGN EMBASSIES  
IN THE UNITED STATES (Continued)

SWAZILAND

Embassy of the Kingdom of Swaziland  
4301 Connecticut Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 362-6683

SWEDEN

Embassy of Sweden  
600 New Hampshire Avenue, N. W.  
Washington, D. C. 20037  
Tel: (202) 965-4100

SWITZERLAND

Embassy of Switzerland  
2900 Cathedral Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 462-1811

SYRIA

Embassy of the Syrian Arab Republic  
600 New Hampshire Avenue, N. W.  
Suite 1120  
Washington, D. C. 20037  
Tel: (202) 965-2005

TANZANIA

Embassy of the United Republic of  
Tanzania  
2010 Massachusetts Avenue, N. W.  
Washington, D. C. 20036  
Tel: (202) 872-1005

THAILAND

Embassy of Thailand  
2300 Kalorama Road, N. W.  
Washington, D. C. 20008  
Tel: (202) 667-1446

TOGO

Embassy of the Republic of Togo  
2208 Massachusetts Avenue, N.W.  
Washington, D. C. 20008  
Tel: (202) 234-4212

TRINIDAD AND TOBAGO

Embassy of Trinidad and Tobago  
1708 Massachusetts Avenue, N. W.  
Washington, D. C. 20036  
Tel: (202) 467-6490

TUNISIA

Embassy of Tunisia  
2408 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 234-6644

TURKEY

Embassy of the Republic of Turkey  
1606 23rd Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 667-6400

UGANDA

Embassy of the Republic of Uganda  
5909 16th Street, N. W.  
Washington, D. C. 20011  
Tel: (202) 726-7100

UNION OF SOVIET SOCIALIST REPUBLICS

Embassy of the Union of Soviet  
Socialist Republics  
1825 Phelps Place, N. W.  
Washington, D. C. 20008  
Tel: (202) 265-2607

A PARTIAL LISTING OF FOREIGN EMBASSIES  
IN THE UNITED STATES (Continued)

UPPER VOLTA

Embassy of the Republic of Upper  
Volta  
5500 16th Street, N. W.  
Washington, D. C. 20011  
Tel: (202) 726-0992

URUGUAY

Embassy of Uruguay  
1918 F Street, N. W.  
Washington, D. C. 20006  
Tel: (202) 331-1313

VENEZUELA

Embassy of Venezuela  
2445 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 265-9600

YUGOSLAVIA

Embassy of the Socialist Fed.  
Republic of Yugoslavia  
2410 California Street, N. W.  
Washington, D. C. 20008  
Tel: (202) 462-6566

ZAIRE

Embassy of the Republic of Zaire  
1800 New Hampshire Avenue, N. W.  
Washington, D. C. 20009  
Tel: (202) 234-7690

ZAMBIA

Embassy of the Republic of Zambia  
2419 Massachusetts Avenue, N. W.  
Washington, D. C. 20008  
Tel: (202) 265-9717

DELEGATION OF THE COMMISSION OF THE  
EUROPEAN COMMUNITIES

2100 M Street, N. W.  
Suite 707  
Washington, D. C. 20037  
Tel: (202) 872-8350

ITALIAN FEDERATION OF FARMERS'  
COOPERATIVES

1735 Eye Street, N. W.  
Washington, D. C. 20006  
Tel: (202) 833-1323



## TRANSPORTATION SERVICES

The following agencies, departments, and associations can give general information on transportation services for exports of food and other agricultural commodities:

U. S. DEPARTMENT OF AGRICULTURE  
Foreign Agricultural Service  
Export Trade Services Division  
Room 5935-South Building  
Tel: (202) 447-7481

Helps to identify transportation problems and expedites solutions working with the trade, cooperators, and State Departments of Agriculture.

AGRICULTURAL RESEARCH SERVICE  
Transportation and Facilities  
Room 214, Building 005, USDA/ARC/West  
Beltsville, Maryland 20705  
Tel: (301) 344-2780

Performs transportation research for domestic and foreign marketing.

U. S. DEPARTMENT OF COMMERCE  
Maritime Administration  
Office of Ports and Intermodal Development  
Washington, D. C. 20230  
Tel: (202) 377-4123

CIVIL AERONAUTICS BOARD  
1825 Connecticut Avenue, N. W.  
Washington, D. C. 20428  
Tel: (202) 393-3111

An Independent regulatory agency to encourage the development of an effective air transportation system; regulates air transportation; promotes adequate, economical, and efficient service at reasonable charges; and promotes, encourages, and develops civil aeronautics.

INTERSTATE COMMERCE COMMISSION  
Constitution Avenue & 12th Street, N. W.  
Washington, D. C. 20423  
Tel: (202) 655-4000

A Federal agency to regulate interstate surface transportation for the benefit of the public.

## TRANSPORTATION SERVICES (Continued)

FEDERAL MARITIME COMMISSION  
Office of Tariffs and Practices  
1405 I Street, N. W.  
Washington, D. C. 20573  
Tel: (202) 382-3453

An independent agency that administers the regulatory statutes affecting water common carriers engaged in U. S. foreign commerce and the relationships between those carriers and shippers.

### Associations

AIR FREIGHT FORWARDERS ASSOCIATION  
1730 Rhode Island Avenue, N. W.  
Washington, D. C. 20005  
Tel: (202) 293-1030

Information about air freight forwarders and their role in handling small shipments, performing complete traffic function for companies not having traffic departments, and coordinating and expediting all types of traffic for all classes of air shippers, including export documentation, banking, and other services.

ASSOCIATION OF AMERICAN RAILROADS  
1920 L Street, N. W.  
Washington, D. C. 20036  
Tel: (202) 293-4000

The central coordinating and research agency in railroad operating-- maintenance engineering, research safety, accounting, finance, valuation, taxation, legislation, and transportation.

AMERICAN TRUCKING ASSOCIATION  
1616 P Street, N. W.  
Washington, D. C. 20036  
Tel: (202) 797-5000

A national federation of 51 independent and autonomous "state trucking associations," each representing all classes and types of trucking operations, and 13 independent and autonomous "conferences," each of which represents a special class or type of trucking operation.

TRANSPORTATION SERVICES (Continued)

AMERICAN ASSOCIATION OF PORT AUTHORITIES

1612 K Street, N. W.  
Washington, D. C. 20006  
Tel: (202) 638-6263

A corporate body whose members include all the 70 major ports in the U. S. It provides the exporter and importer with information to help minimize the total cost of shipments and detailed rate schedules for both the land and ocean segments of transportation.

## EXPORT PUBLICATIONS

### U. S. DEPARTMENT OF AGRICULTURE

Foreign Agricultural Service  
Information Services Staff  
FAS, Room 5918-South  
Washington, D. C. 20250

Foreign Agriculture: A weekly magazine reporting on and interpreting world agricultural developments for U. S. producers, processors, distributors, and users of farm products. Emphasis is on current and background information useful to export marketing. Includes news and statistics on world crops and markets. Subscription: \$34.35 per year in U. S. (\$42.95 foreign). Send order and check to Superintendent of Documents, U. S. Government Printing Office, Washington, D. C. 20402.

Foreign Agricultural Circulars: Production, trade and other specialized reports on major world commodity groups issued at irregular intervals during the year; also monthly statistical report on commodities in world trade; no charge for single copies. Available without cost to residents of the United States. For complete information and order blank, write the Information Services Staff as noted above.

Special Reports: Reports on foreign agricultural situations, particularly relating to agricultural commodity and trade policy developments; no charge for single copies. For catalogue and ordering instructions, write the Information Services Staff.

Dictionary of International Agricultural Trade: A vocabulary of foreign agricultural trade terms (AH-411 April 1971).

How Small Business Can Benefit From PL-480 Exports: A brief explanation of the Title I PL-480 sales program, intended primarily to inform the exporter not now participating in this program.

## EXPORT PUBLICATIONS (Continued)

### U. S. DEPARTMENT OF AGRICULTURE (Continued)

The Public Law-480 Program: Brochure explaining the sales and donations programs under Public Law-480.

CCC Export Credit Sales Program, General Information: Describes in outline form this short-term export credit program, with specimen forms of basic documents.

CCC Export Credit Sales Program--How It Works: Essentials of this credit program and how to participate.

Annual Report, Public Law-480: President's report to Congress on PL-480 operations. Available annually about April 1 for the preceding calendar year.

Economic Research Service  
Division of Information, ERS  
U. S. Department of Agriculture  
Washington, D. C. 20250

Foreign Agricultural Trade of the United States: A monthly statistical and analytical review emphasizing the current status and outlook for U. S. agricultural trade, including exports under specified Government-financed programs, commercial exports, price developments, and quantity index for selected commodity groups.

World Monetary Conditions In Relation to Agricultural Trade: Reviews important events in international finance and trade and their implications for U. S. agricultural exports, and appraises the financial position of selected foreign countries. Special articles provide a background of monetary intelligence. The contributions of agriculture to the U. S. balance of payments and to total trade position also are reviewed.

World Agricultural Situation: Appraises world agriculture for the current calendar year. Regional situation reports are issued in April for Western Hemisphere, Western Europe, the Communist Areas, Far East and Oceania, and Africa and West Asia. Each report gives data by country on agricultural output, U. S. trade, trends, and policy developments.

## EXPORT PUBLICATIONS (Continued)

### U. S. DEPARTMENT OF AGRICULTURE (Continued)

Extension Service  
J. R. Corley  
ES, U. S. Department of Agriculture  
Washington, D. C. 20250

How to Develop Export Markets for U. S. Foods and Agricultural Products: (1) Exporter's Guide provides a concise set of guidelines for the businessman who is contemplating exporting his products; (2) Instructor's Handbook provides information for use in conducting meetings, seminars, and workshops on export marketing of agricultural and food products. Visual outline suitable for making transparencies included.

Building World Markets for U. S. Soybeans: A leaflet useful as a handout at producer meetings on the importance of various activities used to develop markets for soybeans.

### U. S. DEPARTMENT OF COMMERCE

Commerce Today: Bi-weekly news magazine, the principal Department of Commerce publication on international trade. Concise, up-to-date information on trade and investment around the world; special sections on business leads; export, import, agency, and investment opportunities. Sample copy from Department of Commerce District Offices on request.

Commerce Business Daily: A daily synopsis of U. S. Government procurement invitations, subcontracting leads, contract awards, sales of surplus property, and foreign business opportunities. Daily. Order from Department of Commerce District Offices or the Superintendent of Documents, Washington, D. C. 20402.

Checklist of International Business Publications: Lists international publications issued by the Commerce Department. Order from Department of Commerce District Offices. (Free)

## EXPORT PUBLICATIONS (Continued)

### U. S. DEPARTMENT OF COMMERCE (Continued)

A Basic Guide to Exporting: Describes basic steps in exporting as well as services of the Department of Commerce. For sale by the Superintendent of Documents, U. S. Government Printing Office, Washington, D. C. 20402.

Overseas Trade Centers and Fairs: Describes the overseas exhibitions program of the Department of Commerce and tells how firms can take part in exhibitions. Available from Department of Commerce District Offices.

A Guide to Financing Exports: Discusses methods of financing and organizations which offer financing services for exporters. Available from Commerce Department District Offices. (Free)

The EMC-Your Export Department: Describes the services offered firms new to export by Export Management Companies. Available from Commerce Department District Offices. (Free)

How to Get the Most from Overseas Exhibitions: Describes techniques and practices for successfully exhibiting products at overseas fairs and exhibitions. Available from Commerce Department District Offices. (Free)

World Traders Data Reports: These reports provide detailed descriptive background information on specific foreign firms. They contain names, addresses of sources of credit, financial and commercial data as well as information on year established, method of operation, lines handled, size of firm's sales territory, name of chief executive, general reputation in trade and financial circles, and names of firm's trading connections. Available from Department of Commerce District Offices.

## EXPORT PUBLICATIONS (Continued)

### U. S. DEPARTMENT OF COMMERCE (Continued)

Agent/Distributor Service: Designed for the businessman who needs assistance in identifying potential foreign agents or distributors, who may be interested in a business relationship. Information supplied consists of up to three names of foreign companies who have expressed an interest in the specific U. S. proposal and who have indicated a readiness to correspond with the requesting U. S. firm. Service available from Commerce Department District Offices.

U. S. Trade Promotion Facilities Abroad: Gives detailed description of overseas U. S. Trade Centers, including technical data, location map, photos, summaries of market potential and review of various services and programs offered to business firms utilizing the display facilities. Available from Commerce Department District Offices. (Free)

Overseas Trade Promotions Calendar: Contains a 12-month schedule of U. S. Trade Center exhibitions, international trade fairs in which United States participation is planned, and a number of other overseas trade promotional activities planned and organized by the U. S. Department of Commerce. Revised quarterly. Available from Commerce Department District Offices. (Free)

### PARTIAL LIST OF BUSINESS PUBLICATIONS

Container News (Magazine): Covers significant U. S. and world developments in containerization and intermodal transportation by ocean, rail, motor truck and air. Published monthly by Communications Channels, 461 Eighth Avenue, New York, New York 10001.

Quick Frozen Foods International (Magazine): Quarterly for the international frozen food industry. Circulated in over 80 countries. Publisher: E. W. Williams, 757 Third Avenue, New York, New York 10017.



EXPORT PUBLICATIONS (Continued)

PARTIAL LIST OF BUSINESS PUBLICATIONS (Continued)

Intermodal World (Magazine): Articles on cargo transport and handling methods from breakbulk to containerization, roll on/roll off and L.A.S.H. in. Published monthly by Brandon's Intermodal World, World Trade Center, New York, New York 10048. West Coast Office: 2 Sherwood Court, San Francisco, California 94127.

Worldwide Marketing Horizons: A bi-monthly magazine with feature articles and listings of marketing opportunities in international trade. Pan American World Airways, Inc., Pan Am Building, New York, New York 10017.

Export Handbook: A publication of the Mid-America International Agri-Trade Council outlining the various methods of selling overseas, the services provided by specialized agencies in foreign trade, the major export service agencies in the Midwest, and other information for Midwest exporters of food and agricultural products. For copies write MIATCO, Suite 710, 300 West Washington Street, Chicago, Illinois 60606.

AIM Export Directory: A publication of the Atlantic International Marketing Committee representing the State Departments of Agriculture of North Carolina, South Carolina, Maryland, Georgia, and Virginia. Lists and describes export products, export contacts and export services in the area. Copies can be obtained from any of the above State Departments of Agriculture.

American Register of Exporters and Importers: Lists over 25,000 active American export and import firms, products handled, and allied data. Includes names of some 2,500 buyers and bankers. American Register of Exporters and Importers Corporation, 90 West Broadway, New York, New York 10007.

EXPORT PUBLICATIONS (Continued)

PARTIAL LIST OF BUSINESS PUBLICATIONS (Continued)

Thomas Grocery Register: A directory of the grocery and allied trades published mid-year. Volume I, Seller's Guide, lists supermarket chains, wholesalers, and brokers. Volume II, Buyer's Guide, includes manufacturers of foods, non-foods, equipment, supplies; services, importers, exporters, warehouses, and brand names/trademarks. A-Z Indexes list 30,000 companies. Thomas Publishing Company, One Penn Plaza, New York, New York, 10001.

Custom House Guide: United States tariff schedules, duty rates, ports, internal revenue code, customs, shipping and Commerce regulations, and reciprocal trade agreements. Annual. Custom House Guide, 134 North Thirteenth Street, Philadelphia, Pennsylvania 19107. Includes 12 monthly issues of the American Import and Export Bulletin, a companion publication which will keep the guide up-to-date throughout the year.

Export Shipping Manual, International Trade Reporter: . Contains country-by-country shipping information. Supplementary pages are mailed to subscribers incorporating changes as they occur. The Bureau of National Affairs, Inc., 1231 Twenty-fifth Street, N. W., Washington, D. C. 20037.

Import and Exchange Controls Manual: Import controls and regulations for all foreign markets with a weekly supplement incorporating changes. The Bureau of National Affairs, Inc., 1231 Twenty-fifth Street, N. W., Washington, D. C. 20037.

Practical Exporting and Importing: A textbook describing the fundamental operations in exports from a businessman's point of view. Philip MacDonald, second edition, 1959. The Ronald Press Company, 79 Madison Avenue, New York, New York 10016.

## EXPORT PUBLICATIONS (Continued)

DUN & BRADSTREET PUBLICATIONS  
99 CHURCH STREET  
NEW YORK, NEW YORK 10007

### Exporters' Encyclopedia-World Marketing Guide:

Regulations and procedures required for shipping to every country in the world, plus information on preparing export shipments. Lists world ports, steamship lines, freight forwarders, Government agencies, and foreign trade organizations. Special sections on packing, marine insurance, export terms, and many other aspects of foreign trade.

World Marketing: A newsletter, issued twice monthly, covering developments in the export business.

International Market Guides: Extensive directories of firm listings and trade market data. Reference books which identify and classify leading business firms.

Principal International Businesses-New World Marketing Directory: Unprecedented, 3,400 page directory lists the world's premier commercial businesses - 44,000 from 135 countries. Three conveniently organized and cross-referenced sections listing businesses alphabetically, by country, and by line of business. Provides complete addresses including postal codes where applicable, chief executive names and titles, sales volume figures in local currency, employees and parent companies. The most complete directory ever compiled and published on manufacturers wholesalers, retailers, services, transportation, construction, agriculture and mining. It will support international activities in sales, marketing, advertising, purchasing and other business transactions directed toward the world's greatest buying strength.

EXPORT PUBLICATIONS (Continued)

U. S. CHAMBER OF COMMERCE PUBLICATIONS  
1615 H STREET, N. W.  
WASHINGTON, D. C. 20006

Foreign Commerce Handbook: Outlines functions, activities, and services of U. S. Government and inter-governmental and private organizations concerned with foreign trade. Contains data and sources of information, including foreign weights and measures; comprehensive bibliography of reference works, books, pamphlets, periodicals.

An Introduction to Doing Import and Export Business: Manual discusses the factors that should be considered in organizing and conducting an import or export business. Lists selected sources of information.

Guide to Foreign Information Sources: Lists foreign embassies and legations in the United States; other organizations and services relating to major world areas. Published annually.

International Trade and Investment in the 70's (2202)

Competitive Export Financing for the 70's (2284)

